

# THE NATIONAL Provisioner



THE MAGAZINE OF THE

*Meat Packing and Allied Industries*

Volume 84

MAY 30, 1931

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Number 22

## 66 Million Messages in Six Months

### to help YOU Sell More Sausage

In the Saturday Evening Post and Good Housekeeping—the two most powerful, outstanding and responsive merchandising media among national magazines—Visking advertising is “selling” the “Eat More Sausage” idea to millions each month.

If you make sausage you can benefit by the good-will of this campaign. You can create a preference for your brand and open new outlets with our campaign, *just as other sausage makers have already done*. Nearly 100,000 retailers now handle Visking-cased Sausages.

Visking advertising is telling the world to buy sausage in Visking Casings identified by the maker's brand and the Visking Seal as a double assurance of quality—that this transparent seamless *sealed* vegetable product retains all the fine flavors and natural juices usually lost in the making.

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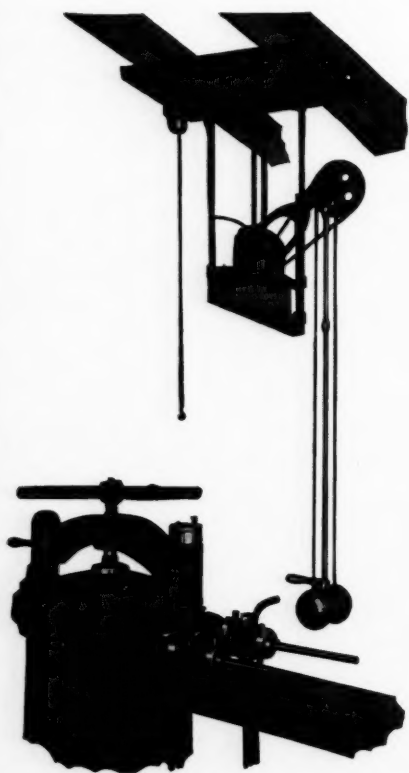
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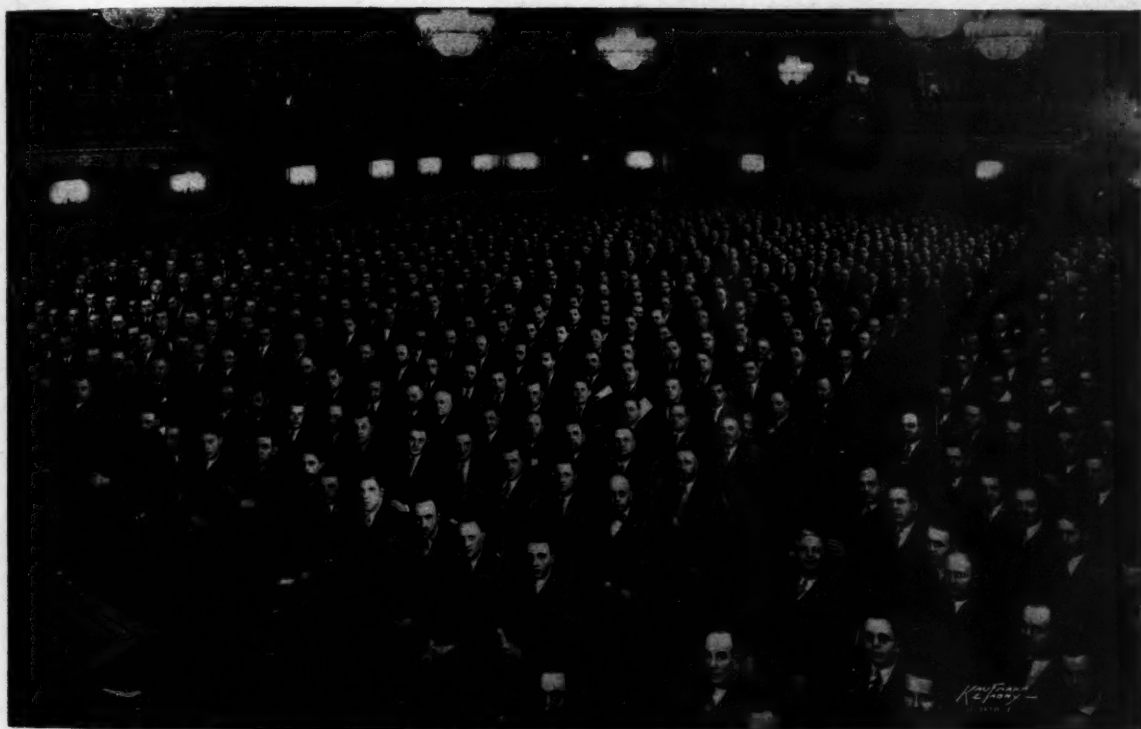
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 84. No. 22

MAY 30, 1931

Chicago and New York



## Meat Trade of the Middle West Opens Campaign to Put Sausage Back on the Map

One of the most profitable items in the meat list has been slipping into the background because of failure to promote a good product at a fair price.

This item is SAUSAGE.

Packers, sausagemakers and meat retailers in the Chicago area decided to do something about it.

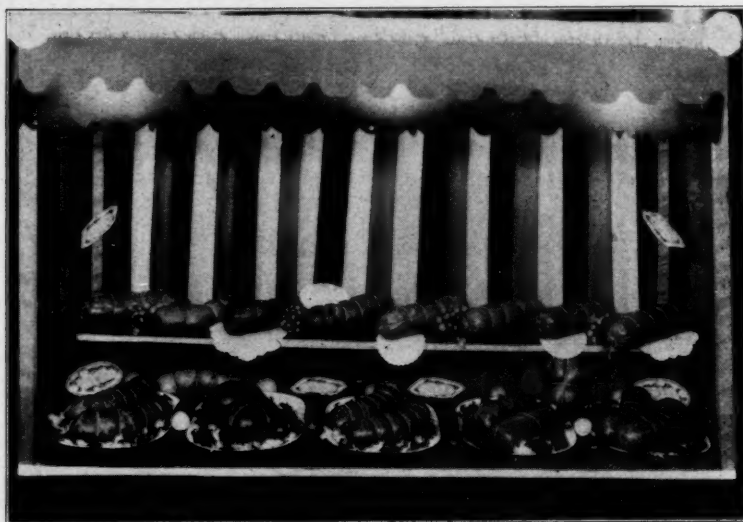
They raised a fund to cover a 20 weeks' campaign, during which they will try to make the Chicago public "sausage conscious."

*What Chicago meat men are doing can be done in any section of the country.*

The Chicago campaign started with a mammoth sales meeting, at which the plans of the campaign were told, the conditions in the industry discussed and cooperation of every branch pledged.

Many facts of value to sausagemakers and retail meat dealers everywhere were brought out at this meeting, held in the grand ball room of the Palmer





WHO COULD RESIST A TEMPTATION LIKE THIS?

One of the model window displays of bologna and other varieties of sausage shown at the Chicago campaign meeting.

House, Chicago, on Tuesday evening, May 26.

So widespread was the interest in the movement that sausagemakers, packers, retail meat dealers and wagon jobbers packed the ball room, filling every seat and using all available standing room, with an overflow into the hallways.

#### An Overflow Meeting

These men came from Chicago and its suburbs, and many outlying towns and cities, including Milwaukee. The latter sent a large delegation to find out how Chicago sausagemakers and retailers proposed to line up sausage sales in the front rank of foods.

The meeting was held under the auspices of the Meat Council of Chicago, with John T. Russell, chairman of the council and past president of the National Association of Retail Meat Dealers, presiding. He was introduced by W. H. Gausselin, president of the

Mutual Sausage Company, who is chairman of the campaign committee.

Mr. Russell called attention to the successful sausage campaign the manufacturers and retailers put over in Chicago in 1921-22, and asked the complete cooperation of retailers and the men behind the counter to stimulate a demand for sausage, and help insure the success of the present campaign.

He was followed by a list of speakers who covered every phase of the subject.

They gave the thousands of meat trade listeners some things to think about, as well as filling them with enthusiasm and determination for the 20 weeks' campaign which begins on Monday, June 1.

High lights of this monster sausage mass meeting are given in the following pages.

The campaign starts June 1, and its progress will be reported from week to week in the pages of **THE NATIONAL PROVISIONER** for the benefit of the sausage trade everywhere.

## Quality Sausage Made with Scientific Aid In Sanitary Surroundings

The abundance of fine raw materials now available in the meat industry for sausage manufacture was pointed out by Oscar G. Mayer, president of Oscar Mayer & Co.

Both packers and sausagemakers are equipped to make better sausage than ever before.

"The last ten years have been truly revolutionary in the sausage industry in

the technical progress which has been made," Mr. Mayer said. "In almost every branch better machinery has been introduced and every division of science been brought to bear upon the improvement of the quality of sausage. In this highly valuable work the Institute of American Meat Packers with its departments of scientific and practical research has contributed greatly, together with the Bureau of Animal

Industry in Washington, and state and local departments of health.

"Today bacteriologists in the industry scrutinize the materials, equipment and methods used in sausage making, and have suggested and installed many improvements in refrigeration and sanitation which are the essence of good sausage making.

#### Greater Demand for Better Product.

"The results have been similar to those in the fight for pure milk—a greater demand for a better product. Only raw materials in prime condition are today accepted by careful sausagemakers. Equipment is sterilized after each day's work. Walls, floors and ceilings are frequently sterilized.

"The chemist is called in to examine spices. His services are solicited in analyzing the finished product to determine whether the cure has been proper and whether the cooking process has been correct. Liquid spices have come into use in recent years to insure closer control of this important element, and to do away with the spotting of sausage by small spice particles.

"Research chemists of the Institute are delving into the fundamental changes which take place in the curing process in an endeavor to improve and perfect present methods.

"Refrigeration has in recent years been greatly improved and now includes control of humidity in processing rooms as well as temperature. 'Manufactured weather' in sausage factories has become the rule rather than the exception. Sensitive control and recording devices have been adopted to control smoke house and cooking temperatures.

#### Packaging and Refrigeration.

"In latter years increasing stress is placed upon the proper packaging of manufactured meat products. Containers are selected which will protect and insulate but at the same time permit circulation of air. Transparent protective paper has come into wide use and is an invaluable aid to merchandising.

"To insure arrival of their products at the dealers' stores in the best of condition, sausage makers have insulated and refrigerated their delivery equipment so that sausage is kept at uniform temperatures at all times as possible.

"In order to reduce the spread between producer and consumer many labor-saving devices have been perfected in recent years including automatic frankfurt linking machines, automatic tying and wrapping machines and conveyors.

#### Quality and Appearance.

"Last but not least, greater attention than ever is being paid to the inner quality and outward appearance of sausage products, to the point of where it



is no exaggeration to say that present day American sausage is in most cases being produced on a higher plane of quality and salability than ever before.

"It should be bought and sold on a quality basis. Americans, like the ancient Greeks and Romans, are by nature fond of sausage. But if you would hold them you must give them good sausage.

"It remains for you retailers to put good sausage 'on the spot' with the aid of this highly valuable advertising campaign which has been jointly planned. We will all do our part to give you the best sausage it is possible to make. We depend upon you to hand it over to the people of Chicago."

(Continued on page 53.)

### Plenty of Ammunition

The part packer salesmen will play in this campaign was described by T. F. Driscoll, advertising manager of Armour and Company, who urged every retailer to get his share of the publicity material available for use during the campaign, and to see that he had a supply of sausage on hand to back up this publicity.

The object of the campaign, Mr. Driscoll said, was to make the people sausage conscious.

## Sell More Sausage and Build Stronger Bodies in Men, Women and Children

A truism applicable to the sausage business anywhere was enunciated by Dr. Herman N. Bundesen, famous health commissioner of Chicago, when he said:

*"In order to make someone else believe in a thing, you must first believe in it yourself. If you become convinced of the quality and healthfulness of sausage you will soon be able to sell the idea to your customers."*

Dr. Bundesen was of the opinion that sausagemakers do not make their product well enough known to the public. They don't boost it. He pointed to the fact, for example, that he *had never been to a banquet where sausage was served as the meat of the meal.* "I wonder why?" he said.

In order to have more people eat more sausage, he said, there are a number of things the industry must do.

First, the way to get business is to be found in the answer of one man who, when asked how he

finds business, said, "Go out and work like hell for it!" That is the first thing men connected with the industry must do if they expect to get results.

Secondly, the merits of sausage must be advertised, and advertised through telling the consumer of the real merits of sausage.

Dr. Bundesen called attention to the advertisements that attract such widespread attention, of the girl "with the school girl complexion." He was of the opinion that the time would come when sausage would be so advertised, when manufacturers and dealers will point to the healthfulness and wholesomeness of sausage, and when the "school girl complexion" and similar beauty achievements will be acquired through vitality, vigor and energy.

"The way to get these," he said, "is to eat the right foods, among the most important of which is the meat found in sausage. Think what a sales argument for the ladies!"

"If you want to know my opinion as a health officer," said Dr. Bundesen, "it is that you can get that school girl complexion out of a sausage better than out of a bar of well-advertised soap!"

### Endorses Chicago Meat.

The policy of packers, sausagemakers and retail meat dealers in Chicago has been to cooperate with the health department in putting sanitary measures into effect, and as a result the health commissioner has been able to give the industry in the surrounding territory a clean bill of health.

This he did when he said: "The meat in Chicago, the sausage in Chicago, is safe. It is made in clean places from wholesome meat which comes from healthy animals."

And again, "If every citizen in Chicago knew what the health department knows about sausage—the good pure meat that goes into it, the sanitary establishments in which it is made—there would be much more sausage eaten."

In selling sausage the advice is given by the campaign leaders to "think sausage, talk sausage, display sausage, and you will sell more of it. And by selling it, you will profit."

### Push Health Value of Sausage.

Dr. Bundesen suggested amending this final sentence to read, "And by selling more sausage you will build stronger bodies in men and women and



NO "TEN CENT FRANKS" IN THIS WINDOW.  
Window display of frankfurts shown at the opening meeting of the Chicago sausage campaign.

children and they will profit and will buy more sausage."

He urged that merchandisers first become sold on their product, then

visualize what advantages this product has for the consumer, stressing those advantages, and the sales will take care of themselves.

## Dealers Denounce Cheap Sausage and Meat Cutters Refuse to Handle It

"We are absolutely against 10c frankfurts," said "Mike" Kelly, head of the meat cutters' union.

"Men that are making sausage in Chicago are making a product you can sell, and you can feel sure that consumers are going to be perfectly satisfied.

"But there still are manufacturers of cheap frankfurters, and it is the duty of these different associations represented here to see that, with the aid of the health departments of the city and the state, those men are put out of business."

### Dealers Must Demand Quality.

Quality sausage at a fair price is what retail meat dealers of Chicago want for their trade, said Walter Kay, representing the meat dealers. "My organization will stand for a sausage that is made of nothing but quality meats, and that can be sold at a fair price.

"In order to make this campaign a success it is very important and essential that those of us who are selling the merchandise to the consuming public should at all times command quality from the manufacturers. Too many retailers when they make their purchases of sausage have fallen by the wayside in respect to quality. Any product that is a success is based on a foundation of quality. You must start with quality and continue with it.

"Men who are unscrupulous have entered into the manufacture of sausage that was not up to standard. The members of the retail meat dealers' association have at all times lived up to their slogan of quality. During this campaign the retailer should lend every effort to maintain the policy of quality in order to put this industry back where it belongs."

### Where Retailer Is to Blame.

A minimum standard in sausage manufacture, one that may be raised but never lowered, was advocated by A. J. Kaiser, president of the Illinois State Retail Meat Dealers Association.

"Many times quality reduction is up to the retailer because he asks for a cheaper sausage," said he. "I know of a certain house that asked for a frank to be wholesaled for 6c. That cannot be done. The cost of casing and labor alone is 9c, not considering the ingredients that go into it."

Mr. Kaiser told the retailers that they would not increase the sale of any kind of sausage by asking for cheap stuff. "You will increase the sales and profit if you will ask for the best of sausage, the kind that you would eat and that you would sell to your neighbor.

"Don't ask the sausage manufacturer to manufacture a cheaper grade of sausage so you can sell it cheaper. Ask them for quality and a fair price and you will have no trouble selling sausage."

Mr. Kaiser asked the retailers to do everything in their power to put the sausage campaign over and make a profit for themselves, the sausage manufacturer and the packer.

## Better Display Needed

"The purpose of this meeting," said R. H. Gifford of Swift & Company, "is to help us become a little more expert in selling sausage."

He stressed the importance of good display in increasing sales. "I am wondering," said he, "if

there is not an opportunity to improve our displays so that we can appeal in a greater way than we have in the past."

Displays of sausage unlike any heretofore used were advocated. He pointed to the displays of merchandise to be found in the show windows fronting on a great city thoroughfare, to the ever-changing character of these displays, the constant search for something different. He was of the opinion that meat men must follow the same plan.

Frankfurters are a good sausage to recommend to youngsters who come into the retail market, said Mr. Gifford, in describing his own liking as a boy for this particular sausage. "And when you sell the youngsters on a particular product, you have sold a big percentage of the trade. Children like franks because they are sure of getting their full share of the meat at table, as the sausages can be divided evenly. And their parents like them because they are economical and nutritious."

The meeting Mr. Gifford felt, was an outstanding example of cooperative possibilities of the meat industry, and this is what the industry needs, he said.

## All Pledged to Push

Paddy Sullivan spoke for the 450 meat peddlers in Chicago. "We believe we do more in selling sausage than all the others put together," said he.

Those present were urged by Charles Kaiser, secretary of the Central Branch of the Retail Meat Dealers Association, to take their enthusiasm home with them and apply it in the campaign "so we can all profit by it."

Mr. Kaiser made a motion "that all of us, each and every one of us, get behind this movement and cooperate to the best of our ability. All who will promise cooperation, please rise."

The assembly rose as a body, not a single person in the room failing in his pledge of cooperation.

## WILSON SUCCEEDS SNYDER.

J. E. Wilson, vice president of Batchelder, Snyder, Dorr & Doe Co., Boston, Mass., has been elected president of the company to succeed F. S. Snyder, resigned. Mr. Wilson was Mr. Snyder's first lieutenant and chief of operations for many years, and is one of the best-equipped operating executives in the industry.

## PACKERS' MARKET PLACE.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

## Sausage Campaign Calendar

### FRANKFURTERS

June 1—June 15.

During the opening period of the Meat Council's Sausage Advertising Campaign in Chicago, from June 1 to June 15, frankfurters will be featured.

One hundred Recipe slips, 3x5 in., telling of the merits of frankfurters and giving recipes for preparing them; and three window streamers, 7x19 in., gummed, will be distributed to each retail meat store which desires them.

This material will be distributed on Monday, June 1, and Tuesday, June 2.

A newspaper advertisement advocating the purchase of frankfurters will appear in a leading Chicago paper in the first week in June.

This advertisement will also announce a series of three cash awards for the best menus featuring frankfurters submitted to the Meat Council of Chicago, 31 East Congress St. before June 20.

The Chicago Sausage Campaign begins June 1 and continues until October 15. Each period during that time will feature a different sausage product.

Watch the pages of THE NATIONAL PROVISIONER for details.

## Quick-Freezing of Perishable Foods Gaining Ground in European Countries

Quick-freezing of perishable foods is a topic of discussion in the British food trades, as it is in this country.

As in the United States, resistance to the idea of packaged quick-frozen foods has come from the dealer rather than from the consumer.

The British are slow to adopt new practices. But their familiarity with frozen meats from their colonies and South America has given the meat trade a more open mind on the subject.

They have not yet learned the difference between slow-frozen meats shipped in carcass form, which discolor when defrosted, and the packaged quick-frozen retail cut which retains its original color and flavor clear through to the consumer's table.

When the whole situation is analyzed, and the matter of cost of processing and transportation is made clear, it may make a big difference in Great Britain's meat import trade.

### Market for U. S. Meats

Meanwhile there seems to be an attractive market for American by-product meats such as livers, brains, sweetbreads, etc., in the attractive quick-frozen packaged form in which they have been put up in this country.

Although the Britisher has been slow to accept packaged meats, he has readily accepted packaged fish fillets.

The British fish industry has already taken one step in advance of its American brethren in establishing its quick-freezing and packaging operations on the fishing vessel, rather than in a factory ashore.

Hundreds of thousands of dollars could be saved the English meat consumer yearly if meat produced in the Argentine, Australia, New Zealand, etc., and intended for sale in England were broken down into retail cuts, packaged and quick frozen at points of production, according to M. T. Zarotschenzeff, inventor of the "Z" process of quick freezing, who with Mrs. Zarotschenzeff is on a visit to the United States.

The savings in transportation costs alone, he says, would be sufficient to

justify this method of handling, but there would be further economies after the cuts had been placed in retail distribution. These would come principally as a result of lower merchandising costs in the retail store.

Quick freezing is slowly but steadily gaining ground in England, Mr. Zarotschenzeff says, and is being studied in many of the Continental countries with a view to putting it into practice to solve some of the food merchandising problems existing in France, Germany, Italy, etc.

### Go Slow at the Start.

At the present time prospects for the extensive application of quick freezing to meats are not particularly promising in England. Much of the meat now consumed in that country is received frozen by the old method from the producing countries, and such meat cannot be merchandised in a modern way to advantage.

Also there is considerable opposition on the part of retailers to packaged cuts. While it is believed that eventually this opposition will fade away as the economic advantages of wrapped and packaged cuts are more generally understood, it is sufficient at the present time to make the profitable

introduction of frozen, wrapped and packaged cuts a very difficult matter.

### A Floating Fish Factory.

In the fishing industry, on the other hand, quick freezing is making rapid progress. A number of fishing vessels have installed the "Z" process and several land installations for freezing fish have been made. One interesting installation mentioned by Mr. Zarotschenzeff is now being made on a Norwegian motor trawler of 10,000 tons. This ship literally will be a floating fish factory. Whole fish will be quick-frozen and equipment will be installed to produce quick-frozen wrapped and packaged fillets right on the boat.

The ship will fish Greenland waters and the fish will be processed and packaged as fast as caught. Each voyage will consume five months, and on the ship's return much of the production will be landed ready for the consumer's oven. In other words, the production on such a vessel as this will be 100 per cent fresh and will be of better quality than fish caught in home waters.

Equipment has also been installed on this vessel to process the by-products and to manufacture fertilizer and fish meal.

So far as American meat producers



MEATS PACKAGED IN ENGLAND READY FOR QUICK FREEZING.

The "Z" method of quick freezing is used in several different ways.

In the cabinet method of freezing the products are packaged, placed on wire mesh trays and the trays put into a cabinet filled with a mist or fog of finely pulverized brine, produced by special spray nozzles. Paraffined cartons sealed to prevent entrance of the brine are used. Meats one-half inch thick are frozen in 30 seconds.

M. T. Zarotschenzeff, inventor of the process, is shown at the right of the picture.



and the English market are concerned, Mr. Zarotschenzeff believes there are worth-while opportunities for quick freezing in package form of miscellaneous meats such as brains, liver, sweet-breads, etc., for export to that country. These products make a very attractive showing when quick-frozen in packages. Such treatment would assure their arrival on the other side in prime condition, where they would find a ready market at a good price.

#### Freeze Product in a Brine Fog.

Since his last visit to this country a number of improvements have been made in the "Z" method of quick freezing, of which Mr. Zarotschenzeff is the inventor. This applies particularly to new methods of applying it. The

equipped with rail on which cages containing the foods to be processed are hung. This design is arranged so that when the room is filled, a cage on which freezing is completed is pushed out as a cage filled with unfrozen meats is pushed in.

Freezing fish and other foods in packages is becoming more popular in England rather than freezing before packaging. For freezing with the "Z" method, where the brine comes into direct contact with the package, a paraffined carton sealed to prevent the entrance of brine has been devised. The package is comparatively cheap, it is said, and with an automatic machine for applying a tape to prevent entrance of moisture between the box and cover,

to use no refrigeration whatsoever. The protection afforded by the carton and the shipping container is found sufficient, in most instances, to prevent any material defrosting. But if it does defrost somewhat, and as long as the quality of the product is not affected, there is no objection on the part of consumers.

Mr. Zarotschenzeff brought to this country from England several cases of frozen meat and fish products. Some of these were opened in the East and one was shipped to Chicago. In all instances the products were found to be in perfect condition.

The Zarotschenzeff "fog freezing" method was described in detail in THE NATIONAL PROVISIONER of March 3, 1928, and October 9, 1929.

#### SAFETY CODE FOR PACKERS.

Each accident in the meat packing industry has been found to cost packers on an average of \$250. Compilations of accidents made in the plants of fifty companies during 1930 show this high cost.

Accident prevention, therefore, is of great importance as a waste elimination measure, as well as from a humanitarian point of view.

In an effort to aid in safety promotion a "Safety Code for the Meat Packing Industry" has been compiled by the Committee on Fire and Accident Prevention of the Institute of American Meat Packers. This code deals in detail with measures of prevention of accidents peculiar to the meat industry, such as those possible in connection with lard chilling rolls, casing machines, refrigeration, sausage machinery and infected wounds.

In the case of other accidents common to all industries very little attempt has been made to deal with preventive measures in detail, but liberal reference is made to the recommendations of various safety agencies which take up such matters in detail. A list of these agencies is included in the book.

As developments in safe practice in the meat packing industry warrant the code will be revised and enlarged. The suggestions given are brief, but member companies can secure further details on application to the Department of Packinghouse Practice and Research of the Institute.

The book contains 65 pages, with plenty of blank pages for personal memoranda.

#### LEE ELECTED TO BOARD.

T. George Lee, president of Armour and Company has been elected to membership on the Chicago Board of Trade, succeeding to the membership of the late F. Edson White.



SALES VALUE OF MODERN PACKAGES APPRECIATED ABROAD.

Wrapping and packaging methods for quick-frozen meat cuts have developed in England along lines practically identical with those used in the United States. The best practice there favors packaging before freezing. Transparent and parchment papers are favorite wrapping materials. The meats shown were produced by the "Z" or fog method of freezing.

method consists essentially in freezing in a room filled with a fog or mist of sodium chloride brine, produced by forcing the brine under pressure through special spray nozzles. The advantage of the method, the inventor claims, is its simplicity and the flexibility of its application.

One method of freezing with this system that is finding considerable favor in England is in the use of cabinets equipped with wire mesh trays on which the naked or packaged product to be frozen is placed. Spray nozzles in the cabinet keep the interior filled with a fog or mist of brine at a temperature of 5 degs. below zero Fahr. Fish and meats 1 in. thick freeze in 30 minutes.

Another application of the system is a tunnel which is kept filled with a fog of 5 deg. below zero brine, through which the product to be frozen is conveyed on a belt or chain. Another similar application is a freezing room

the cost of this sealing operation is nominal.

#### Merchandising Quick-Frozen Foods.

In England few retailers have low temperature display cases, but the lack of this equipment has not been found a serious handicap in the retail sale of quick-frozen foods. Meat and fish in packages under ordinary show case refrigeration defrost slowly, and as the turnover is rapid, a retailer will quite often be able to dispose of his stock before it is completely defrosted.

But should the foods defrost in his store, this is not considered a merchandising disadvantage. There is no leakage to spoil its appearance, and as long as it is strictly fresh consumers are not particular that they receive the product in a hard-frozen condition.

It has been the practice there, when shipping frozen foods from the factory to distances not more than a day's journey from the point of production,

# Will Cooperative Hog Raising and Pork Packing Work Out on American Continent?

By Ernest B. Roberts.

Can the Danish cooperative system of hog raising and slaughtering be successfully transplanted to the American continent?

A partial answer to that question may come from observation of the pioneer effort of the Cooperative Packers of Ontario, Ltd., whose plant was opened on May 21 at Allandale, Ont., 60 miles north of Toronto, Can.

Small as packinghouses go on this continent, the plant is a sturdy, good-looking building (described by the architect, Karl M. Neilsen, in *THE NATIONAL PROVISIONER* of April 25).

It cost \$165,000, and was financed on the cooperative method by \$100 subscriptions from some 1,500 farmer-producers, with collateral note security from each of an added \$50.

The producer members contract to furnish the plant with their hogs for ten years, though there are certain modifications of the clause. Payment for hogs is to be made as nearly as possible on the Danish plan of an average weekly price, again with adjustments according to the market.

## Will the Plan Work?

The maximum capacity of the present plant, employing 25 men, is some 50,000 head a year. It is therefore the

equivalent of the smaller units in Denmark, where 51 cooperative factories in 1930 handled over 4,200,000 hogs, and the privately-owned plants some two million more.

One of the problems for the management in new conditions in Ontario is to get a steady supply of hogs all the year round. While this has, it appears, been worked out satisfactorily on paper, its real solution must be a matter for the farmer-packer owners as the months and years roll on.

Thomas Olsen, the manager, a Dane by birth, has spent 35 years in Canada, latterly as assistant plant manager of the Harris Abattoir Company, Toronto, a unit of Canada Packers, Limited.

Membership of the cooperative company, which is registered as a limited company (the British equivalent for "incorporation") in the province of Ontario, is confined just now to the four counties of Simcoe, Ontario, Grey and Dufferin. Thus the plant is situated in a district where the bacon type hog is well established, and so far as raw material is concerned export business may be undertaken when conditions at the plant are further along, and prices for Canadian bacon in England more promising.

## Problems to Be Worked Out.

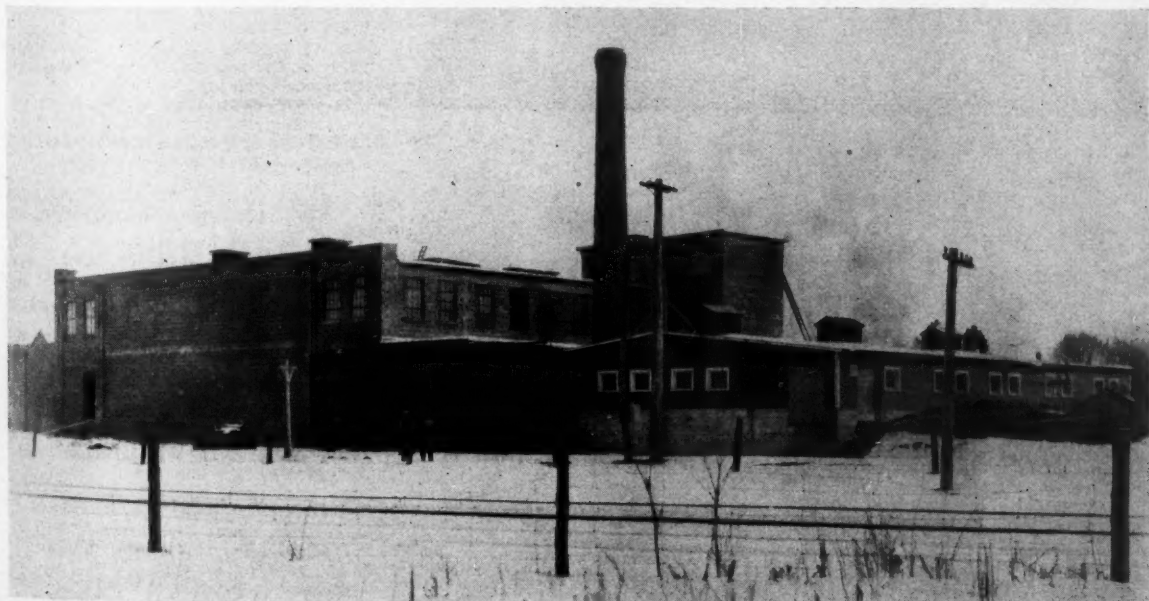
As to the distributive problem, Allandale is somewhat outside the industrial districts of Ontario, but truck distribution of products, as truck delivery of hogs, is expected to look after this matter. A radius of fifty miles is mentioned for drawing supplies of hogs.

Incidentally, some 24 or 25 packing plants have been established in Ontario within the last thirty years, of which, owing to closure and merging of ownership, only seven or eight remain—almost without exception in good industrial centers. Of these about half are under Dominion inspection, i. e., are equipped for export trade.

The new cooperative will be watched with interest, as the establishment of cooperative or Government supported packing plants has been mentioned prominently at this session of the Canadian House of Commons at Ottawa as one of the tentative methods of relief from economic conditions in the Canadian West, due to the collapse of wheat farming.

In fact, the opening of the Allandale plant has already received from the general press in Canada a degree of attention that expresses a watchful interest in the progress of the cooperative idea.

The actual opening on May 21 was attended by over 3,000 spectators. They included the Provincial Premier, Hon. George S. Henry, and the Pro-



THIS PLANT IS THE SCENE OF AN ATTEMPT TO INTRODUCE DANISH PORK PACKING METHOD TO AMERICA.

vincial Minister of Agriculture, with representatives of the Dominion Department of Agriculture.

Many were the words of encouragement spoken in the dozen public addresses to the president of the company, Charles Gregg, and the prime mover of the local cooperative notion,

J. G. Little. But none were more true in these days of pessimism than the statement of the president of one of the country's largest mail-order houses: "In these days when everybody is pulling a long face it is refreshing to see people getting up and helping themselves."

## Middle West Packers to Meet at Dayton and Terre Haute in June

Regional meetings of the Institute of American Meat Packers will be held on Thursday and Friday, June 11 and 12, in Dayton, Ohio, and Terre Haute, Ind., according to an announcement made by President Wm. Whitfield Woods.

The meeting on June 11 at Dayton includes both the Cleveland and the Cincinnati regions of division II of the Institute. Chester G. Newcomb, of the Lake Erie Provision Company, is chairman of the Cleveland region, and Louis W. Kahn, of the E. Kahn's Sons Company, is chairman of the Cincinnati region.

The meeting at Terre Haute, Ind., which will be held June 12, includes the Indiana region of division IV of the Institute. John R. Kinghan, of Kingan & Company, is chairman of this divi-

sion. Member companies in Illinois and Kentucky within fairly close range of Terre Haute are being invited to attend.

### To Get Better Acquainted.

The purpose of these meetings is to give members of the Institute an opportunity to become more closely acquainted with members of the Institute staff and to learn more of how the various departments of the Institute can be of service to them.

Programs of the two meetings will consist of addresses by directors of staff departments of the Institute. The following directors will appear on the programs of the two meetings: H. L. Osman, director of the Department of Purchasing Practice; Howard C. Greer, director of the Department of Marketing; and George M. Lewis, assistant

director of the Department of Marketing.

In announcing the meetings President Woods states that any representative of any member company of the Institute who happens to be in the vicinity of Dayton or Terre Haute at the time of the meeting is cordially invited to attend.

### PACKERS AID 4-H CLUB WORK.

Support of 4-H boys' and girls' club work is being extended by meat packers in the form of prize trips and awards to farm boys and girls ranking high in meat animal projects. Thomas E. Wilson, president of Wilson & Co., one of the founders and the head of this movement, will award agricultural college scholarships valued at \$300, \$200 and \$100 each to the winners in the national meat animal livestock project contest. A trip to the club congress held in conjunction with the International Livestock Exposition at Chicago in December will be awarded by Mr. Wilson to the winner in each of the four divisions of this project. In all Wilson & Co. provides about 20 trips to state livestock winners.

In order to carry his support of the work into every livestock producing county of the United States, Mr. Wilson offers a gold-filled medal of honor to the highest scoring member in each county in one or more meat animal projects, including baby beef, pure-bred beef animal, market hog, breeding hog, market sheep or breeding sheep. State winners in this contest will each be given a 19-jewel gold watch, by Mr. Wilson.

Armour and Company will award prize educational trips to the International Livestock Exposition at Chicago to the state champion livestock club members in 14 states—Florida, Idaho, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, Texas, Washington, and Wyoming.

Support being given to this work by the Cudahy Packing Co. and the Little Rock Packing Co. was reported in THE NATIONAL PROVISIONER of May 23.

### ARMOUR MEN PROMOTED.

A number of promotions in the Chicago organization of Armour and Company were announced this week. E. E. Evans, formerly general manager of the East St. Louis plant has been placed in charge of sales of pork and provisions at headquarters. C. E. McKinley will be in charge of the Chicago consolidated car route division. He has been advanced to this position from that of assistant manager of the Chicago car route department. Henry Suhr has been made superintendent of the produce department, succeeding O. E. Shipplick, who has been transferred to the general manager's staff. W. H. Sapp has been made a member of the general manager's staff and placed in charge of produce sales. This is a new department created recently.



### STATE HONORS ITS LEADING PACKER CITIZEN.

As reported in the May 23 issue of THE NATIONAL PROVISIONER, the Little Rock Packing Co. celebrated the 15th anniversary of its founding by Otto Finkbeiner on Sunday, May 17. In honor of this trade leader and model citizen there was a big celebration, with addresses by governor, mayor and other leaders. Here is one of the groups:

Front row, left to right.—A. V. Horn, Armour and Company, Little Rock; president Otto Finkbeiner; mayor Horace A. Knowlton of Little Rock; R. T. Keefe, president Keefe-LeSturgeon Co., Arkansas City, Kan.; governor Harvey L. Parnell of Arkansas.

Rear row, left to right.—Mayor Ross Lawhon of North Little Rock; E. L. Crist and Joseph Jung, officers of the Little Rock Packing Co.



## EDITORIAL

### *Sound Principles Apply in Adversity*

The acid test of a business man comes in periods of economic readjustment such as has been under way during the past nineteen months. This has been the most severe adjustment period in seventy-five years, during which time business experienced thirteen major so-called depressions.

The matter of reaching the bottom of the depression is now believed to be history. Industrial production has risen slowly since last December, but many adjustments remain to be made before the situation can be said to be on a firm basis.

This may be a little difficult for meat packers to believe, as both meat and livestock prices have been tobogganing. But like many things that get a head-on start, they are going below levels warranted by current buying power, and packers just now find themselves reaching up to touch bottom.

Storage stocks of meats, coupled with livestock supplies equal to or greater than in some years of high consumer buying power, have pulled the markets to low levels. The situation is particularly difficult because the continued break in hog prices is doing the meat packer more harm than good. While he is buying his hogs cheaper and is cutting them at little or no loss, the demand is not sufficient to consume the supply, and stocks continue to increase and prices to decline.

Declining hog prices have been accompanied by severe inventory losses on these storage stocks. It is entirely possible, however, that a major portion of what appear to be losses may be recuperated before all of this product is marketed.

At any rate there is little reason to turn to false merchandising practices to help the situation, because what is not sound in times of prosperity has little value in times of adversity.

Perhaps the most serious affliction from which the industry is suffering is loss of confidence.

Some packers seem to have lost sight of the fact that meat and livestock prices have reached a level where, if everyone keeps his head, distribution should be widespread as a result of free consumer buying. Such buying is sure to result in a slow strengthening of the situation, and the recuperation of much of the inventory loss that now threatens.

There is no reason to continue to cut prices. No more product will be sold at lower prices than at those now prevailing, if levels are held firm with a disposition to strengthen price. Real merchandising is needed at the present time, more

probably than it ever has been in the experience of any man in the meat industry now living.

*Only the men in charge of product sales can control the situation. It can be done without agreements of any kind. All that is required is a resolve on the part of sellers to stick to the prices they make, and to avoid shading and price cutting.*

There is nothing to worry about in the sale of product by competitors at a loss to the seller. Neither is there anything to be gained by trying to meet such competition. Such sales can't keep up very long if the sellers are to remain in business.

Perhaps no one would welcome an attempt to stabilize and strengthen prices more than weak-kneed sellers. There should be enough sound merchandisers in the industry to develop stabilization. It might be worth trying to see the result. Who'll be the first?

### *How One Good Product Sells Another*

Some packers have adopted wrappings and packages quite dissimilar in appearance and design for their different products of the same grade. The idea apparently is to get greater attention through variety. And while this may be accomplished, one meat merchandiser questions the wisdom of this policy.

Outside of the fact that women like to buy packaged foodstuffs and will favor those so offered for sale, wrappings and packages are valuable to the packer as a means of identifying his products. In a way the label serves this purpose, but tests have shown that it is less valuable for this purpose than the color scheme and general package design.

The woman who buys an identified product and likes it probably will continue to use it.

But the value to the packer extends further. To the housewife the particular package stands for a certain definite standard of quality. When the same design of package is used for other products, she immediately assumes they have a quality equal to that of the product with which she is familiar. Her experience with the first product she purchased sells her on the entire line.

This is an angle in meat merchandising that might be given more consideration as a means of bettering results and reducing selling costs—selling the entire line instead of individual products. But when this is done quality must be guarded continually. While a good product will sell the housewife on the other products in the same dress, a poor product will cause her to lose faith in all the other merchandise that is similarly packaged.

# Practical Points for the Trade

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## What Is a Baked Ham?

How are baked hams prepared? A Southern packer who boils bone-in hams for the bulk of his trade writes regarding this as follows:

Editor The National Provisioner:

We are contemplating baking hams and would like to know how long a ham should be baked after boiling. Should a ham be thoroughly boiled before baking or should it be taken out of the water an hour before?

Our largest business is in bone-in hams, selling only a few boneless. We boil our bone-in hams 20 minutes to the pound at 180 degs. F.

In the preparation of baked ham a ham that has been partly cooked by boiling may be used, putting this ham into the oven a sufficiently long time to bake it and give it the consistency of a baked ham.

Baked hams should be sweet, with a full rich mellow flavor. If the ham has been properly selected and cured, the final results depend on the cooking or baking process.

### Baking a Cooked Ham.

Some packers who bake a boiled ham put the cooked ham in the cooler for six hours, then take it out and bake. Before placing it in the oven the ham is scored lengthwise and crosswise through the one-half to three-quarters of an inch of fat it carries, being careful that the lean meat is not penetrated with the knife.

The fat side of the ham is then given a thorough coating of brown sugar. Some cook the sugar first, adding a little vinegar, which it is believed helps to develop a higher and richer color.

The hams are then baked for an hour and a half to an hour and forty-five minutes at a temperature of 180 degs. F. When done they are removed from the oven, the syrup poured off, and the hams placed in the cooler to chill.

### Baking a Bone-in Ham.

A smoked bone-in ham may be baked as follows:

Select hams of the desired average weights, wipe dry and place in the roasting pan, skin side up. Bake 25 to 30 minutes per pound at an oven temperature of 250 to 325 degs. A cup of water or cider may be added to each ham at the beginning of the baking period.

Take the ham out of the oven three-quarters of an hour before it is done and remove the skin except for the part over the shank end. Score the fat top in criss crosses about one inch square.

For a really fancy product the fat

side of each ham may be rubbed with two tablespoons of prepared mustard then covered with a half-inch layer of brown sugar and fine bread crumbs combined in equal amounts and moistened with vinegar. Cloves may be stuck into each inch square of fat before the ham is covered with the above mixture.

The ham is then put back in the oven and baked at a moderate temperature, about 325 degs. F., to brown the crumb mixture, and complete the cooking period.

A ham that has been in pickle only three days or longer may be used for baking. Such a ham has many of the properties of a fresh ham, but does not have the decided fresh pork flavor.

The inquirer asks how long before the cooking period for a boiled ham is completed should the product be taken out when a baked ham is to be made. The ham should be baked at least an hour and a half, which melts the topping and makes a nice crust and gives the ham the properties of a "baked" rather than a "boiled" ham. The cooking period should be completed in a moderate oven. Allowance should be made for this in the boiling time.

## Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER.  
Old Colony Bldg., Chicago.

Please send me reprint on SOAK-  
ING AND SMOKING MEATS.

Name .....

Address .....

City .....

Enclosed find a 2c stamp.

## Dark Liver Sausage

What makes liver sausage turn dark?

An Eastern sausagemaker has been having this trouble, and asks what makes it and how to overcome it. He says:

Editor The National Provisioner:

We are having trouble getting our white liver puddings and Braunschweiger to have a white color. We have tried everything but they remain dark.

Can you tell us what to do to improve this condition and get the desired results?

There are a number of reasons why liver sausage and liver puddings turn dark or are dark when made. The principal ones are the use of too much liver, too much cheek meat, and failure to slice and scald the livers before they are used, so as to draw out just as much blood as possible.

This inquirer does not state the formula he uses; but not over 25 to 30 per cent of pork livers should be used in a very light-colored product.

The best way is to cut the fresh livers in slices about one-half inch thick and soak them in 180 deg. water for about 20 minutes. Then pour off this water and put them into fresh water at 180 degs. This should be done at least twice although three times is better.

If beef liver is used in liver sausage instead of hog liver this sometimes makes trouble from a color standpoint.

Some sausagemakers use rather fat pork trimmings and only 25 per cent pork livers, and stuff the product in hog bungs. They are of the opinion that the product retains a nice white color for a longer time if stuffed in bungs than in any other natural casing.

When bungs are used they should be placed in ice water before stuffing. Hog bungs that are too old and have been exposed to the air for some time will turn dark.

After the sausage is stuffed and cooked it may be put in fresh running water for about an hour. If running water is not available, add a little ice until the product is thoroughly chilled, which will take about one hour. The sausage is then put in the cooler for 12 hours.

As no formula and operating information is given by this inquirer, all that it is possible to do is to give him general information for overcoming this dark color. If he still has trouble he should submit more detailed information as to his manufacture, so that this can be checked to find where the trouble lies.

## Formulas for Shortening

A manufacturer of shortening in a Southern state asks regarding the use of sesame oil in compound. He says:

Editor The National Provisioner:

We want to inquire regarding the use of sesame oil in compound manufacture, also what percentage of this oil could be used.

At present we use 10 per cent coconut oil, 78 per cent cottonseed oil, 4 per cent refined tallow and 8 per cent hydrogenated cottonseed oil.

Could we lower the cost of this formula?

The introduction of another oil like sesame into the manufacture of shortening or lard substitute involves a fatty acid which has a new and different crystallizing point, and the recommendation of its use in a quality product is questionable. Where the compound is a blend of four different oils, however, it probably would work all right to substitute it in place of cottonseed oil or in place of a part of it.

Sesame oil is practically a natural winter oil, which would indicate that the iodine number is probably considerably higher than cottonseed oil. This would mean that, if sesame oil were used in place of cottonseed oil, the amount of refined tallow or of hydrogenated cottonseed oil would have to be increased. It is suggested that either tallow be added where sesame oil is used in the formula instead of cottonseed oil.

Sesame oil deodorizes nicely and a good sesame oil having as low as 1 per cent free fatty acid will ordinarily refine with a lower loss than crude cottonseed oil containing the same percentage of free fatty acids.

The formula submitted by this inquirer is probably all right for a trade that must have an inexpensive product. Under ordinary circumstances the use of as much as 10 per cent of coconut oil in any compound is a risk. However, if this inquirer has found this formula satisfactory for the trade he serves there would seem to be no objection to it.

## Glue for Trade Labels

What sort of glue is used on trade labels? A Southern packer who wants some of this glue says:

Editor The National Provisioner:

Can you tell us what glue is used on meat trade labels? Also, where can we purchase this glue?

Many packers use silicate of soda for labels rather than glue. This is prepared in the proportion of three parts of water to one part by weight of silicate of soda. As a rule this proportion of water and soda makes a solution that spreads easily. When the solution gets too thick it can be thinned with water.

Silicate of soda can be bought from any wholesale drug company.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### Building Truck Bodies

The meat packer is interested in cutting down the dead weight of his trucks because less weight

1—Will enable him to haul more payload per truck

2—Permit him to keep the total gross weight of his loaded trucks within the state highway limitations

3—Reduce his unit transportation costs.

If simply reducing weight was the only problem, the task would not be a difficult one. But if worth-while savings are to be made, sturdy construction must not be sacrificed. This means that strength to stand up under rather severe conditions must also be incorporated.

### Comparison of Materials.

Among the newer materials to which packers and engineers have been giving attention with a view to using them more extensively in the construction of meat truck bodies are aluminum alloys. These, properly treated, are as strong as steel and can be used in place of heavier materials without sacrificing strength or safety. In addition, very material savings in weight can be made.

A packer in the Central West, who is considering installing aluminum truck bodies on all future trucks purchased, recently inquired of THE NATIONAL PROVISIONER whether the somewhat higher cost of aluminum bodies is a good investment, and whether the extra cost is returned

within a reasonable period due to the smaller operating costs because of the lighter weight.

As a general proposition, both of these questions can be answered in the affirmative. As is pointed out in a booklet published recently by the Aluminum Co. of America, the cost of constructing a body of aluminum is about the same as for steel, with a somewhat higher material cost.

Aluminum alloys cost 28c to 45c per lb., compared with 3c to 6c per lb. for steel. But steel is three times as heavy as aluminum, and for the same size pieces steel would cost from 9c to 18c. The difference in the cost of the two materials is not as great, therefore, as at first appears.

### Where Weight is Saved.

In one insulated truck body 15 ft. 6 in. long, 7 ft. 6 in. wide and 6 ft. 11 in. high, built of aluminum alloys, the weight of the materials entering into its construction, not including insulation, was 1,654 lbs. Fully equipped with hardware, insulated and painted it weighed close to 2,000 lbs. A similar body of steel would have weighed at least 4,500 lbs. There was in this case, therefore, a direct saving in weight 2,500 lbs.

A wood body of similar construction would have weighed about as much as the aluminum, and it was estimated that the aluminum body cost little if any more than a wood body of first-class construction would have cost.

If the comparison is between wood and aluminum construction, instead of between steel and aluminum, the matter of first cost and operating cost is apparently of small moment. In this case the decision should rest on the comparative life and upkeep of the two types of construction, painting and the scrap value of the bodies when they have worn out.

This latter point is important in estimating costs and savings by using bodies of different construction. While wood and steel bodies may have comparatively little value, the return as scrap from worn-out aluminum is sometimes considerable.

Packers interested in advanced truck body design will find much of value in a new 88-page book on aluminum truck bodies published recently by the Aluminum Co. of America. In addition to much general and specific information and cost and weight analysis of bodies of different design, there are also given plans for a number of different types of truck bodies.

### BAFFLE WALLS FOR BOILERS.

The Boiler Engineering Co., builders of Beco-Turner baffle wall for all kinds of water tube boilers, announce that they have moved into more spacious quarters in the new National Newark & Essex Bank building, 744 Broad st., Newark, N. J. In 1930 the Boiler Engineering Co. became affiliated with the Plibrico Co., Chicago, Ill. Beco-Turner baffle walls are now being sold by all offices of the Plibrico Co.

## A Meat Loaf Delicacy

Have you ever tried furnishing the trade with a fancy macaroni and cheese loaf?

It's a specialty meat that is popular any time of the year, but especially so in the summer months.

Try THE NATIONAL PROVISIONER'S macaroni and cheese loaf formula and see if your trade does not like it.

Send a 2c stamp with request for reprint of the formula and directions which appeared in a recent issue, using the coupon below:

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago.

Please send me reprint of Macaroni and Cheese Loaf formula. I am a subscriber to THE NATIONAL PROVISIONER.

Name .....

Street .....

City .....

Enclosed find 2c stamp.



# Central America BANANAS

ARE RIPENED ON DEMAND...in Newark!

Tropical weather in the heart of a northern winter... ripening of bananas properly controlled to meet daily demands... this is today's marketing achievement of the food distributing industry. Beneficial alike to Newark, New Jersey or Newark, Ohio.

Bananas picked green in Central America are shipped under refrigeration to warehouses here. They are put in ripening rooms containing air which is an exact duplicate of tropical air in warmth and humidity. By controlling these two factors, bananas are correctly ripened according to market demand. Thus the industry economically controls its warehouse "output," eliminates gluts, shortages and losses... maintains a steady supply "shock absorbed" to meet a fluctuating demand.

York experience and Air Conditioning Equipment were utilized in engineering and completing the installation of a large number of these ripening rooms.

Air Conditioning and Refrigeration being inseparable, York (for 50 years the refrigerating pioneer) is in a unique position to serve the refrigerating and air conditioning needs of business... and to smooth its path to profits.

In your own business there may be production or marketing problems that only refrigeration or air conditioning... or both... can solve. York will be glad to submit an answer. York direct factory branches are in 71 U. S. cities.

YORK ICE MACHINERY CORPORATION  
• YORK • PENNSYLVANIA •



Scene in a banana ripening room in Newark, N. J., where 10,000,000 pounds of Central American Bananas are "schedule-ripened" annually. Similarly, huge quantities are ripened in other "ripening plants" located close to important population centers.

## INDUSTRIAL REFRIGERATION DIVISION

•  
ICE PLANT  
DIVISION

•  
AIR CONDITIONING  
DIVISION

•  
ICE CREAM AND MILK PLANT  
DIVISION

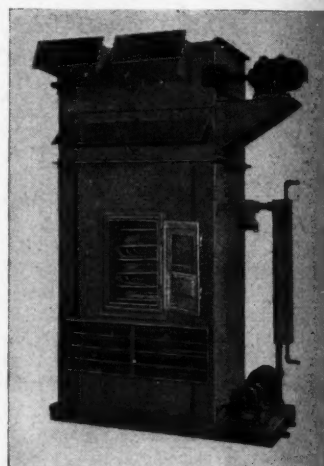
•  
COMMERCIAL UNIT  
DIVISION

•  
MARINE  
DIVISION

•  
ACCESSORY AND SUPPLY  
DIVISION

•  
EXPORT  
DIVISION

•  
SERVICE AND MAINTENANCE  
DIVISION



The type of air conditioning unit used in the above plant.

# YORK

## REFRIGERATION

# Refrigeration and Frozen Foods

## COLD STORAGE MEN STAY IN.

There will be no withdrawal of the cold storage division of the American Warehousemen's Association from its parent organization to affiliate with the American Institute of Refrigeration.

This was decided at a joint meeting of the American Institute of Refrigeration and the cold storage division at the annual convention of the Institute held recently. At this time, to take the place of the report given by the special committee at the annual meeting of the cold storage division, which called for a complete withdrawal from their present connection, a joint committee of the division and the Institute offered a substitute report. This was unanimously adopted, subject to revision as the committee may see fit before presenting to each association as a whole for adoption.

As far as the cold storage division is concerned, the new plan calls for continuing affiliations with the American Warehousemen's Association with the following provisions:

- 1—A change of name to one that will be in keeping with the dignity and service which this branch performs;
- 2—A change in by-laws to make possible a set-up of sectional associations.
- 3—Adequate representations for these sections on the governing board of the A. W. A.

A stronger and more substantial relation with the American Institute of Refrigeration was advocated. This will require the Cold Storage Division's active participation in all affairs of the Institute.

There will be a complete abandonment of tentative plans for withdrawal from the A. W. A.

The plan also calls for an entirely new set-up as far as the Institute is concerned, and the formation of new by-laws. It is planned that the Institute will be formed into divisions to represent all of the scientific and practical aspects of refrigeration.

## CO<sub>2</sub> PACKAGE PATENT INVALID.

Combination of a container, a known refrigerant and a substance to be refrigerated lacks patentable invention and novelty, the Supreme Court of the United States ruled on May 18 in declaring invalid the patents held by the American Patents Development Corporation and the Dry Ice Corporation on a package designed to preserve ice cream through the use of solid carbon dioxide.

The package in question in this case covered arrangement of the ice cream

around the solid carbon dioxide in the container. The Supreme Court held that the fact that it was possible to surround the refrigerant completely, as was not possible with ice, did not constitute a distinction in comparison with earlier patents on refrigerating packages.

The suit was one of a series in which the Carbice Corporation of American and the Dry Ice Corporation have been involved. The United States Circuit Court of Appeals had upheld the patent. The Supreme Court had denied the right of the Dry Ice Corporation to insist that users of its package should not buy solid carbon dioxide from another corporation.

Subsequently the Dry Ice Corporation stated its intention to bring suit against users of other solid carbon dioxide in its package. Therefore, on the petition of the Carbice Corporation, the Supreme Court took up the question of the validity of the package patent on a writ of certiorari to the federal circuit court.

## PORTABLE PRE-COOLING UNIT.

A simple device which enables shippers of perishable foods to convert an ordinary refrigerator car into a "pre-cooling plant" has been perfected by the U. S. Department of Agriculture.

The device weighs only about 85 lbs. complete, and is easily carried from car to car. Its use allows perishables to be loaded directly into the car, thus saving the cost of handling products such as fruits and vegetables to and from a pre-cooling plant.

A small electric motor and a high speed blower comprise the main units of the device. When two of these electrically-driven blowers are put into operation in the bunkers of an iced and loaded car, the natural circulation of air is reversed. The cold air is pulled up from the ice compartment at each end of the car and blown out over the top of the load, cooling the top layers much faster than they would be cooled with natural circulation.

Strawberries have been cooled with this device with good results. It has also been used in Georgia on cars of peaches and in Florida for citrus fruits.

The unit, it is said, can be built for a cost of about \$250.00. The cost of operation depends upon the cost of electric current and the nature of the perishables to be cooled. Trials made indicate that the total cost for pre-cooling a car of strawberries should not exceed \$5.00. The device is covered by a public-service patent, and anyone who cares to may assemble his own unit.

## REFRIGERATION NOTES.

One of the cold storage plants to be erected along the Mississippi River from New Orleans to St. Louis will be located at Cape Girardeau, Mo., it has been announced. The cost of the plant at this place will be about \$125,000.

The farmers exchange of Durham, N. C., will build a cold storage plant for the storage of poultry and eggs.

Plans are being made by the Union Ice & Cold Storage Co., for the erection of a cold storage plant at Salinas, Calif. It will have a capacity of 70 tons and will cost approximately \$100,000.

Considerable new equipment has been installed in the plant of the Oskaloosa Ice & Cold Storage Co., Oskaloosa, Ia.

Additions will be made to the plant of the Orange Ice & Cold Storage Co., Santa Ana, Calif., and new equipment installed.

Delta Ice & Cold Storage Co., Vicksburg, Miss., recently purchased much new equipment for its plant.

The new cold storage plant of the Omaha Cold Storage Co., in Broken Bow, Neb., was placed in operation recently.

The plant of the Manhattan Cold Storage, Manufacturing and Mercantile Co., Manhattan, Kan., has been completed and placed in operation.

An addition will be constructed to the plant of the Petersburg Cold Storage Co., Petersburg, Alaska.

## WHEN YOU WANT A GOOD MAN.

When in need of expert packing-house workers watch the classified pages of THE NATIONAL PROVISIONER.

## Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

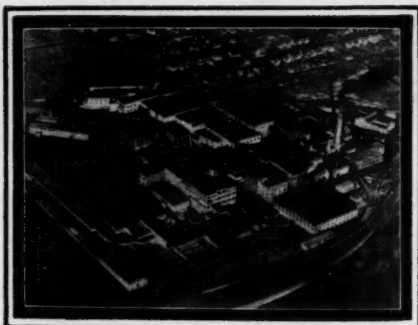
Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse master mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.



## REFRIGERATED PROFITS . . . .

**BEEVES**, veals, lambs, hogs...meats, hides, glue...and in every step of packing, refrigeration continually plays a most important part!

Illustrated is a birds-eye view of T. M. Sinclair & Co., noted Cedar Rapids, Ia. packer... user (1925) and re-orderer (1926) of Vilter Refrigerating Equipment... a plant which is representative of the best in modern packing methods.

In Meat Packing, the long experience of Vilter will stand you in good stead. For this organization has a wealth of actual practice in this highly specialized field... a record of success and achievement upon which you may draw for consultation without obligation.

Let us tell you about Vilter installations in large and small meat packing plants. Write now, or send the coupon.

The Vilter Manufacturing Co.  
2118 So. 1st St. Milwaukee, Wis.

**Vilter**  
ICE-MAKING AND  
REFRIGERATING  
MACHINERY

6-31

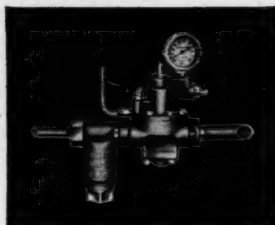
Bulletins, data and special reports are free. Write!

The Vilter Manufacturing Co.  
2118 So. 1st St., Milwaukee, Wis.

Please send information regarding Vilter Refrigeration Systems for Meat Packers.

Name.....

Address.....



## Does Your Ice Machine Run Longer Than It Should?

Many ice machines run longer than necessary to produce the required amount of refrigeration.

To overcome this loss of efficiency many refrigeration users have, upon the advice of engineers, installed Alco Automatic Control Valves.

Not only did they find that Alco Valves cut down running time, but that they materially reduced electric power and water bills.

Consult a competent engineer or write us for complete details on how to get better results from your refrigerating system.

### ALCO VALVE COMPANY, INC.

Factory: 2637 Big Bend Blvd. Maplewood Branch P. O.  
St. Louis, U. S. A.

West Coast Representatives  
Pacific Scientific Company  
Los Angeles, San Francisco

Eastern office  
433 East Montana Ave.  
Philadelphia, Pa.



MANUFACTURERS OF CONSTANT  
PRESSURE EXPANSION VALVES,  
THERMO VALVES, HIGH PRESSURE  
FLOAT VALVES, LIQUID MAGNETIC  
STOP VALVES, AND SUCTION LINE  
STOP VALVES.

## "United's Service"

provides  
economical and efficient

COLD STORAGE  
ROOMS



Get our proposal and  
specifications on your next job

**UNITED CORK COMPANIES**

Main  
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# Of the hundreds of Jamison and Stevenson Doors going to the Packing and Provision Industry last year— 79 of every 100 went to plants which knew them by experience

A check-up of the orders for Jamison and Stevenson Doors filled for packing and provision plants in 1930 establishes the fact that 79% of the units went to previous buyers.

In a year when everyone was shrieking cheap prices, freight rates, stocks available and everything else under the sun except the final value of doors as proved by service, these experienced buyers continued to turn to Jamison to fill their door needs.

They *knew*—and there is no argument to prevail against performance.

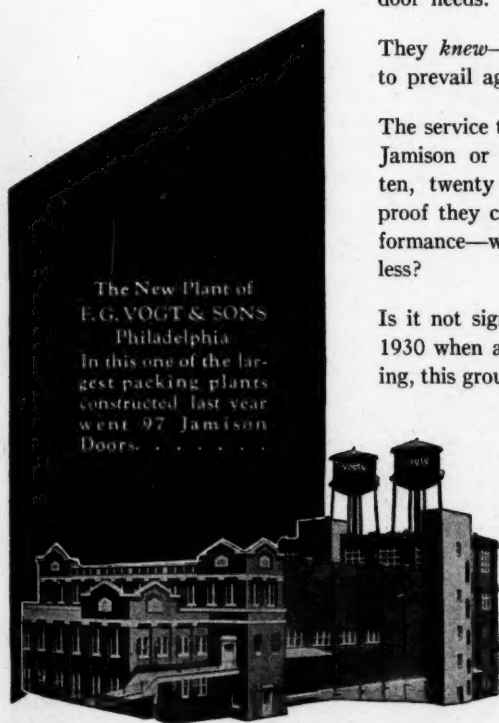
The service they have gotten from their Jamison or Stevenson Doors for five, ten, twenty and thirty years past is proof they can't expect any better performance—why should they gamble on less?

Is it not significant that in a year like 1930 when all industries were retrenching, this group of Packers and Provisioners continued to forge ahead? They did this—not because of their orders and reorders of Jamison or Stevenson products, but because the policy behind those orders is the policy on all of their purchases—buy for the ultimate value.



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Our catalog shows why our doors will give you longer service with freedom from plant-disrupting breakdowns. Sent at your request.



# Jamison & Stevenson

## Cold Storage Doors

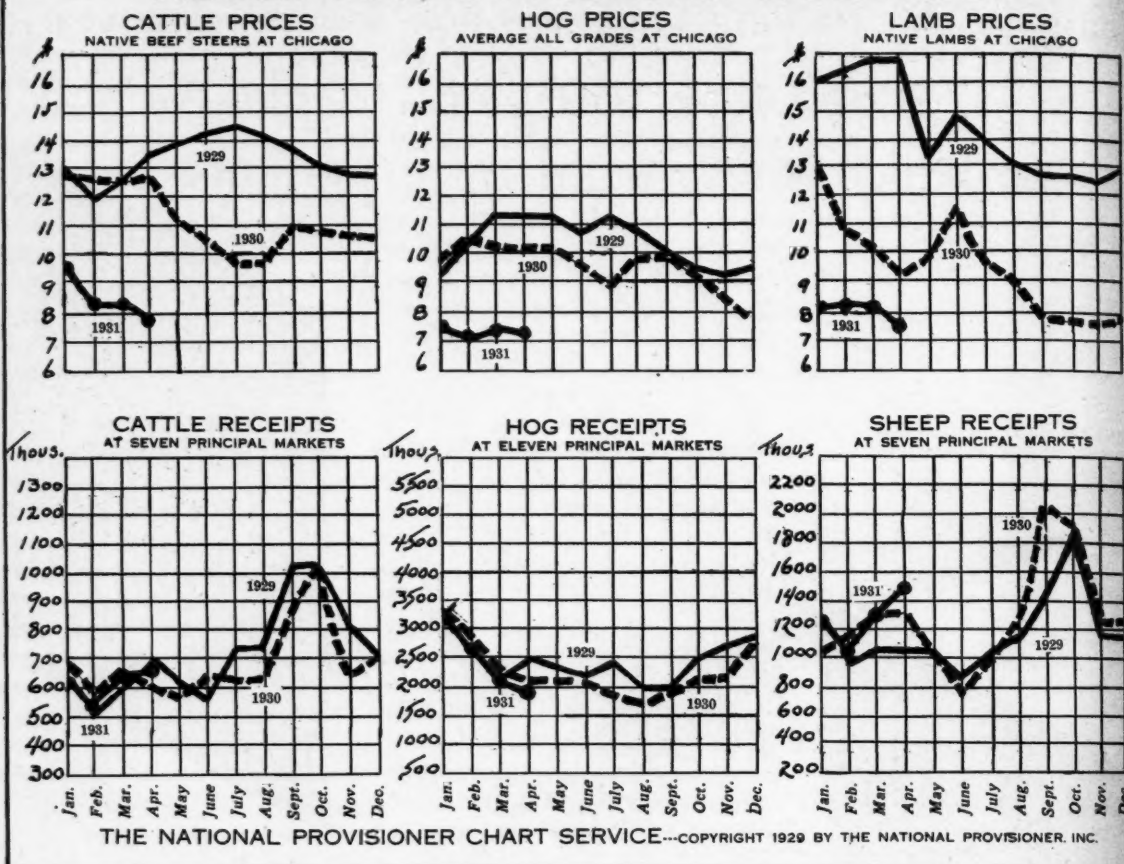


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# RECEIPTS AND PRICES OF LIVESTOCK



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trends of receipts and prices of cattle, hogs and lambs during the first four months of 1931, compared with one and two years ago.

Cattle and hog receipts for the first four months of 1931 have been slightly less than those of the same period of 1930, and somewhat higher than those for 1929. Sheep receipts, on the other hand, have been well above those of 1929, and during April were larger than the receipts of April, 1930. There is a wide gap in the average prices of all three classes of livestock between those of the current year and of one and two years ago, although 1930 prices showed a distinct drop from those of 1929.

**Cattle.**—Cattle receipts held fairly well during the first four months of the year, but all prices were sharply lower. For example, average price of native beef steers at Chicago at \$8.55 compared with \$12.30 for the same period a year ago, and \$13.00 for the first four months of 1929. Average prices of other grades of cattle were also much lower, but possibly not off quite as sharply as the fancier grades. Weakness in consumer demand and reduced buying power have been factors responsible for this wide gap in price.

**Hogs.**—Average hog prices at Chi-

cago have shown less fluctuation during the first four months of 1931 than average receipts. The receipt curve has been steadily downward with the waning of the winter packing season, no upturn being evident during April, as appeared in 1929. Receipts of hogs are quite normal, so that the lower price levels can be attributed only to factors outside the industry. The average price of hogs at Chicago during the first four months of the year at \$7.40 compares with \$10.15 in the same period a year ago, and \$10.60 in the first four months of 1929.

**Sheep and Lambs.**—Somewhat the same story is told in prices of lambs, although during the latter part of 1930 the price of lambs at Chicago dropped below the average price level of the current year. Prices were lower during April, but for the first four months averaged \$8.40. This compares with \$11.70 in the same period of 1930 and \$15.60 in 1929. Lamb receipts this year have shown a steadily upward trend since February, and the crop of spring and early summer lambs promises to be large. A wider appreciation of this class of meat through the extensive educational work done by the National Live Stock and Meat Board has helped to absorb these heavy supplies of lamb during a period of slowed-up consumer buying with somewhat less price decline that has been evident in the case of beef.

## TRADE GLEANINGS

Hansen Packing Co., Yakima, Wash., is planning an addition to its plant. It will cost \$12,000.

Damage estimated at \$12,000 recently was caused by fire in the plant of Jacob E. Decker & Sons, Mason City, Ia. Operations were not interrupted.

About \$60,000 will be spent by the Silver Crest Packing Co., River Grove, Ill., a suburb of Chicago, for an addition to its plant. The company slaughters rabbits.

Allied Live Stock Industries, Vincennes, Ind., has been incorporated with a capital stock of 1,000 shares of no par value to operate stock yards and deal in livestock. The incorporators are W. E. Hutton, J. W. Ford and L. M. Brown.

Western Meat Co. has been granted a permit to construct another story on its branch plant at Sacramento, Calif. The additional space will house the sausage department, in which new equipment will be installed. The improvements will cost about \$12,000.

Shaffer Bros. Meat Co., Billings, Mont., have been granted a permit to remodel the building formerly occupied by the Yellowstone Creamery Co. and put it in shape to conduct a meat packing business. About \$40,000 will be spent on the building and purchasing equipment, it is said. The company expects to be ready for operations about the middle of June.

# Provision and Lard Markets

## WEEKLY REVIEW

**Market Weak—Trade Fair—Lard at New Lows—Cash Demand Moderate—Hogs Continue Decline—Weakness in Cotton Oil Reported a Factor.**

The developments the past week indicated little or no improvement in the provision market. Prices have been under constant pressure, with both hogs and lard establishing new season's lows, the average hog price reaching the lowest level in 21 years or more. The situation was seriously aggravated by lack of any notable betterment in meat demand, and by the absence of any particular speculative support.

The action of the market, especially lard, appeared to have discouraged some of those who have been accumulating futures on a scale-down, as liquidation was quite apparent at times. This was credited in part to eastern speculative interests. There was more or less hedge pressure on the market and fresh commission house selling, partly due to weakness in grains at times. Confidence was again materially unsettled by the further weakness in the financial market.

At times, prominent cash interests were on the buying side of lard. This was felt to have been, in part, hedges against cash sales, but generally packinghouse brokers were on both sides of the market. There was considerable realizing on the slumps, but the market even at the season's low point, had a very distrustful appearance and displaying little or no recuperative power.

### Export Demand Limited.

This served to make for an awaiting attitude even in circles where the opinion prevailed that the drastic decline had discounted many if not all of the bearish elements in the situation. It was felt that a natural rally of some size was in order, due to an improved technical position of the market.

Reports from the West indicated that local packers were exerting every effort to dispose locally of their surplus fresh pork cuts, due to the weak situation prevailing at eastern points. Export demand generally was quiet, with a limited demand for meats, although at times fair foreign interest was reported in picnics and pure lard.

The recent falling off in hog weights did not last very long, the average weight of hogs at Chicago the past week being 237 lbs., against 235 lbs. the previous week, 237 lbs. the same week last year and 239 lbs. two years ago. The average price of hogs at Chicago dropped to around 6.10c, compared with 6½c a week ago, 10.05c a year ago, and 10.85c two years ago. Hog arrivals at the leading western packing points last week were again smaller, totaling 436,000 head, compared with

442,000 head the previous week and 480,000 head the same week last year.

### Beef Prices Lowest Since 1926.

In connection with the situation in hog products, it was pointed out by one of the leading packers that beef prices at present are the lowest since December, 1926. The latter has been due largely to increased cattle receipts during the past six weeks. Live cattle prices, it was said, are unprofitable to producers, and if the declines go further will most likely have the effect of further decreasing cattle production. The result most likely will be higher beef prices to the consumer later on.

The outward movement of lard for the week ended May 16, was comparatively small, exports being placed officially at 7,102,000 lbs., compared with 13,920,000 lbs. the same week last year. Exports from January 1 to May 16, 1931, totaled 251,013,000 lbs., against 285,741,000 lbs. the same time a year ago. Exports of hams and shoulders, including wiltshires, for the week were 1,198,000 lbs., against 2,418,000 lbs. last year; bacon, including

Cumberlands, 813,000 lbs., against 2,866,000 lbs. a year ago; pickled pork, 133,000 lbs., against 274,000 lbs. last year.

The weather of late has been too cool for germination and growth of the new corn crop, but planting has progressed. Indications still point to a good increase in the acreage.

**PORK**—While the market was held steadily in the East, demand was rather quiet. At New York, mess was quoted at \$22.00; family, \$24.50; fat backs, \$17.50@18.50.

**LARD**—Both domestic and export trade was rather moderate, and the market was weaker with hogs and futures. At New York, prime western was quoted at 7.95 to 8.95c; middle western, 7.70@7.80c; city 7½@7¾c; refined continent, 8¼c; South America, 8½c; Brazil kegs, 9¼c; compound, ear lots, 9½@9¾c; smaller lots, 10c.

At Chicago, regular lard in round lots was quoted 7½c under July; loose lard, 7½c under July; leaf lard, 95c under July.

**BEEF**—While demand was rather

## Hogs Show Practically No Cutting Loss

Hog receipts at Chicago during the first four days of the week were some 16,000 head larger than a week earlier but were less than those of one and two years ago. At the twenty markets the receipts were 38,000 larger than a week ago, some 78,000 less than a year ago, and 13,000 more than in the same period two years ago.

In the light of the general outlet for product these increased receipts resulted in sharply lower prices for the week, the average of Thursday being the lowest of the year and the lowest in the past nineteen years.

The seasonal tendency toward increased receipts, with the fresh pork market holding fairly firm, but with demand none too brisk and sharp declines in cured pork products made it impossible to maintain hog prices and there was a day-to-day decline.

There was a larger number of un-

finished hogs in the runs and the percentage of well-finished heavyweights continued to decline.

While packers cut their hogs at practically no loss and in the case of the lighter weights at a small profit based on the current market, it must be borne in mind that much of this product will have carrying charges added. The more of the hog that can be sold as fresh pork the better current results will be.

The following test is worked out on the basis of live hog costs and product values at Chicago during the first four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Each packer should work his test on the basis of local conditions, costs and credits.

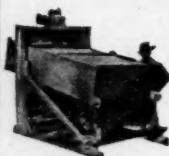
Just because hogs are cheap is no reason why packers should not know how they are cutting out, and hog tests should be made just as faithfully now as when hogs show a less satisfactory value than they are doing at the present time.

	160 to 180 lbs.	180 to 220 lbs.	225 to 275 lbs.	275 to 300 lbs.
Regular hams .....	\$1.68	\$1.51	\$1.47	\$1.43
Picnics .....	.51	.47	.42	.38
Boston butts .....	.45	.45	.45	.45
Pork loins (blade in) .....	1.69	1.59	1.37	1.21
Bellies, light .....	1.40	1.25	.63	.23
Bellies, heavy .....	.....	.....	.42	.68
Fat backs .....	.....	.....	.20	.28
Plates and jowls .....	.60	.10	.14	.17
Raw leaf .....	.12	.13	.13	.13
P. S. lard, rend. wt. ....	.86	.95	.86	.80
Spare ribs .....	.08	.12	.12	.12
Regular trimmings .....	.09	.11	.11	.11
Rough feet .....	.03	.03	.03	.03
Tails .....	.01	.01	.01	.01
Neck bones .....	.03	.02	.02	.02
Total cutting value (per 100 lbs. live wt.) ..	\$7.04	\$6.74	\$6.28	\$6.01
Total cutting yield .....	68.00%	68.00%	71.00%	72.00%
Crediting edible and inedible offal to the above total cutting values, and deducting from these sums the live cost of hogs plus all expenses, the following results are shown:				
Profit per cwt. ....	\$ .36	\$ .03	.....	.....
Profit per hog .....	.61	.06	.....	.....
Loss per cwt. ....	.....	.....	\$ .21	\$ .21
Loss per hog .....	.....	.....	.50	.69





## Grinders — Screens for By-Products



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slow in the East, the market was held steadily. Mess at New York was nominal; packet, \$13.00@14.00; family, \$14.50@15.50; extra India mess, \$30.00@32.00; No. 1 canned corned beef, \$3.25; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 41 for later markets.

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended May 23, 1931:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Jan. 1, '31 to	May 23, 1931.	May 24, 1931.	May 25, 1931.	May 26, 1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,306	1,875	1,198	31,162	
To Belgium	13	13	247		
United Kingdom	1,285	1,638	1,113	25,336	
Other Europe	33	33	28		
Cuba	3	5	35	1,720	
Other countries	18	286	37	3,831	

BACON, INCLUDING CUMBERLANDS.

	Jan. 1, '31 to	May 23, 1931.	May 24, 1931.	May 25, 1931.	May 26, 1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,229	1,022	813	20,596	
To Germany	30	30	13	576	
United Kingdom	992	718	647	11,690	
Other Europe	122	209	229		
Cuba	7	12	4,517		
Other countries	108	65	141	1,584	

LARD.

	Jan. 1, '31 to	May 23, 1931.	May 24, 1931.	May 25, 1931.	May 26, 1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	8,003	10,249	7,102	264,682	
To Germany	541	2,485	1,065	59,852	
Netherlands	126	393	874	15,468	
United Kingdom	5,752	2,894	4,314	113,848	
Other Europe	435	693	128	12,072	
Cuba	863	2,703	409	19,060	
Other countries	286	581	312	44,382	

PICKLED PORK.

	Jan. 1, '31 to	May 23, 1931.	May 24, 1931.	May 25, 1931.	May 26, 1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	145	251	133	6,365	
To United Kingdom	91	5	35	809	
Other Europe	4	7	2	177	
Canada	39	208	86	1,471	
Other countries	11	31	10	3,908	

### TOTAL EXPORTS BY PORTS.

Week ended May 23, 1931.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,306	1,229	8,003	145
Boston	1,014	220	1,418	18
Port Huron	171	91	1,535	111
Key West	21	12	508	3
New Orleans	100	906	3,843	4
Philadelphia	38			

### DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (total)	1,285	962	425
Liverpool	540	425	
London	335	290	
Manchester	12		
Glasgow	138	197	
Other United Kingdom	60	110	
Exported to:			
Germany (total)	541	390	
Hamburg	390		
Other Germany	151		

### BRITISH BACON IMPORTS.

Only 2,688,000 lbs. of bacon was imported by the United Kingdom from the United States during April, while imports from European countries were much larger. Danish imports totaled 63,168,000 lbs., Netherlands 11,872,000 lbs. and Sweden 5,264,000 lbs. The Irish Free State supplied 1,904,000 lbs. of bacon, and 2,800,000 lbs. of fresh pork. There was imported from the United States 22,288,000 lbs. of lard during the month.

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, May 1 to May 27, 1931, totaled 14,456,837 lbs.; tallow, none; greases, 768,400 lbs.; stearine, 156,800.

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### EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, May 27, 1931.

Stocks of tankage and blood are accumulating with practically no sales being reported during the past week. While ground dried blood is offered at \$2.10 per unit of ammonia f.o.b. New York no buying interest is being shown at this price. South American is offered around \$2.45 per unit c.i.f. at which price sales were recently made c.i.f. Pacific coast ports.

Tankage, both ground and unground, is a drug on the market and bids are at prices that are far out of line from sellers' views.

Cracklings, 50/60 per cent are being offered freely at 45c per unit of protein f.o.b. New York with buyers' views 40c (that is, as far as local buyers are concerned) and some buyers are bidding 40c delivered.

### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended May 23, 1931, with comparisons:

	Week ended May 23, 1931.	Prev. week.	Or. week.
West. drsd. meats:			
Steers, carcasses..	8,004	9,459	9,361
Cows, carcasses..	894	1,013	981
Bulls, carcasses..	204	280	301
Veals, carcasses..	10,453	11,188	10,951
Lambs, carcasses..	30,042	31,883	30,201
Mutton, carcasses..	3,447	4,235	4,121
Beef cuts, lbs....	240,073	265,416	241,221
Pork, lbs.....	1,814,730	1,862,923	1,858,251
Local slaughters:			
Cattle .....	8,403	9,411	9,372
Calves .....	14,922	16,007	15,055
Hogs .....	60,049	40,823	44,999
Sheep .....	38,777	61,767	60,773

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The declining tendency in tallow values went unchecked again the past week. This was not surprising, however, as conditions were largely against values. The downward movement in commodities in general continued unabated, and the larger consumers of tallow were again backing away from supplies.

At New York, following moderate sales of extra at 3½c, there were reports of some business at 3½c f.o.b., said to have been sufficient to make the market. Sales of 250,000 lbs. ultimately were accomplished at 3½c f.o.b., a new low for the downward movement, and said to be the lowest levels since the early nineties. At the extreme low point the market continued in an unsteady position.

Sellers were in evidence, while buyers were still inclined to absorb supplies only on a scale down. Weakness continued in lard, and a heavy tone prevailed in competing quarters. It was quite apparent that the market was adversely affected by the general trend as much as anything else. While some in the trade were predicting still lower levels, others were inclined to be a little more cautious and were advising taking hold at least for a possible natural recovery.

At New York, special was quoted at 3¼c; extra, 3½c; edible, 4@4¼c nominal.

At Chicago, the market for tallow was rather inactive, with demand limited for the better grades, while inquiries and offerings were about equal on prime packer. At Chicago, edible was quoted at 4½c; fancy, 4c; prime packer, 4c; No. 1, 3½c; No. 2, 2½c.

There was no London auction this week. Argentine beef tallow at London, however, July-August quoted at 16s 1d, off 1s compared with a week ago. Australian tallow at London, good mixed, was quoted at 16s 9d, off 1s 3d.

**STEARINE**—Demand was extremely quiet in the East and the market barely steady at the low point. Last sales of oleo, New York was reported at 6½c, with the market quotable at that level. At Chicago, demand was limited and the market easy, with oleo quoted at 6c.

**OLEO OIL**—Both domestic and export interest was moderate, and oleo oils were weaker with raw materials and the trend elsewhere. At New York, extra was quoted at 6¼@7½c; prime 5¼@6½c; lower grades, 6c.

At Chicago, demand was rather moderate and the market about steady, with extra quoted at 6½c.

See page 41 for later markets.

**LARD OIL**—A downward trend featured the market, with buying interest hand-to-mouth and raw materials lower. At New York, edible was quoted at 12¼c; extra winter, 9½c; extra, 8¾c; extra No. 1, 8¼c; No. 1, 8c; No. 2, 7¾c.

**NEATSFOOT OIL**—The market was somewhat easier under liberal offerings, with a moderate demand. At New York, pure was quoted at 11c; extra, 8½c; No. 1, 8¼c; cold test, at 15c.

**GREASES**—While no unusual activity was noted in the market, the trend was downwards with prices at new lows for the move. The larger consumers were taking hold in a hand-to-mouth way and constantly backing away from supplies. There were rumors of business passing and not being disclosed. Export demand for choice white was conspicuous by its smallness. This, it was felt, was due to some extent to the declining tendency in competing foreign oils and fats.

At New York, choice yellow and house were quoted at 2¼@3c; superior house, 3½c delivered; A white, 3@3½c; B white, 2¼@3½c; choice white, 4c asked.

At Chicago, the last business in choice white grease was reported at 3½c loose Chicago. Demand for yellow greases was very limited, and no particular activity was disclosed in any quarter. Offerings, on the whole, were fairly liberal.

At Chicago, brown was quoted at 2½c; yellow, 2¾c; B white, 3c; A white, 3¼c; choice white, all hog, at 3½c. It was quite apparent again this week that the grease market was adversely influenced by further declines in tallow, which offset reports in the East that producers were well sold ahead on the better grades of greases.

## By-Products Markets

Chicago, May 28, 1931.

### Blood.

The market is quiet. Prices have shown no change compared with last week, although buyers talking lower.

Unit Ammonia.  
Ground and unground.....\$1.75@2.00n

### Digester Feed Tankage Materials.

Little or no trading is reported. Prices are mostly nominal.

Unit Ammonia.  
Unground, 11½ to 12% ammonia.....\$1.50@1.75 & 10c  
Unground, 8 to 8% ammonia.....1.50@1.75 & 10c  
Liquid stick .....1.25@1.40  
Steam bone meal, special feeding, per ton .....30.00

### Packinghouse Feeds.

Practically no change over last week. Prices are quoted on carload basis, f.o.b. producing plants.

Per Ton.  
Digester tankage, meat meal.....\$ @40.00  
Meat and bone scraps, 50%.....@40.00

### Fertilizer Materials.

The market for fertilizer materials continues very quiet. Producers continue to ask in neighborhood of \$2.00 but buyers' ideas are lower.

Unit Ammonia.  
High grd. ground, 10@11% am..\$1.75@ 1.85 & 10c  
Low grd., and ungr., 6-9% am..1.75@ 1.85 & 10c  
Bone tankage, low grd., per ton.....15.00@16.00  
Hoof meal .....@15.00n

### Dry Rendered Tankage.

Product seems to be in good demand and offerings are fairly liberal.

Per Ton.  
Hard pressed and exp. unground, per unit protein .....\$ @40.00  
Soft prad. pork, ac. grease & quality 35.00@40.00n  
Soft prad. beef, ac. grease & quality 30.00@35.00n

### Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Raw bone meal for feeding.....\$ @26.00  
Steam ground, 3 & 50.....20.00@21.00  
Steam, unground, 3 & 50.....15.00@16.00

### Horns, Bones and Hoofs.

Per Ton.  
Horns, according to grade.....\$75.00@150.00  
Mfg. shin bones.....65.00@110.00  
Cattle hoofs .....18.00@20.00  
Junk bones .....@15.00n

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Gelatine and Glue Stocks.

The market continued quiet, with little trading reported. There is practically no change in prices.

Per Ton.  
Kip stock .....\$25.00@28.00  
Calf stock .....40.00@42.00  
Hide trimmings (Old style).....@22.00  
Hide trimmings (New style).....@18.00  
Horn piths .....@25.00  
Cattle jaws, skulls and knuckles.....24.00@25.00  
Sinews, pizzles .....@26.00  
Pig skin scraps and trim., per lb.....@ 2c

### Animal Hair.

Animal hair market is nominal. No trading has been reported recently in winter coil dried or summer and winter processed.

Summer coil and field dried.....1¼@ 1½c  
Processed, black winter, per lb.....5½@ 6c  
Processed, grey, winter, per lb.....4½@ 4¾c  
Cattle switches, each.....@ 1½c

\*According to count.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones,  
Cracklings, Bonemeal,  
Hoof and Horn Meal

Chrysler Bldg.,  
405 Lexington Ave.  
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## THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

## Oleomargarine Legislation Action in Many State Legislatures During Recent Sessions

Thirty-seven state legislatures have considered margarine legislation in recent months. Of these, 23 have passed laws regulating the sale of this product. In 10 states all proposed bills failed of passage. In the other four bills are still pending at this time.

Of the states in which margarine legislation has been passed, sales taxes have been imposed in 12 cases; 12 states prohibited the sale of yellow margarine; 5 states prohibited the sale of margarine in public institutions, and 6 states have either placed dealers under license or have increased the license fee previously provided.

States which passed legislation are California, Colorado, Idaho, Illinois, Iowa, Kansas, Michigan, Minnesota, Montana, Nebraska, New Hampshire, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, South Dakota, Tennessee, Vermont, Washington, Wisconsin and Wyoming.

Bills are still pending in Alabama, Connecticut, South Carolina and Texas.

All proposed bills failed in Arizona, Arkansas, Delaware, Georgia, Indiana, Maryland, Missouri, Nevada, Utah and West Virginia.

Following is a brief summary of the bills passed:

**California.**—Prohibits the sale of yellow margarine.

**Colorado.**—Sales tax of 15c lb. on oleomargarine containing less than 45 per cent of animal fats. Licenses manufacturers and wholesalers.

**Idaho.**—Taxes yellow margarine 10c and uncolored margarine 5c; prohibits the purchase of margarine by public institutions.

**Illinois.**—Limits use of margarine in public institutions.

**Iowa.**—Taxes margarine 5c lb.

**Kansas.**—Prohibits use in state institutions.

**Michigan.**—Licenses manufacturers and dealers and prohibits use in state institutions.

**Minnesota.**—Licenses dealers; prohibits sale of yellow margarine; taxes flavor in imitation of butter.

**Montana.**—Increases license of wholesalers to \$500.00 per year and retailers to \$150.00 a quarter; prohibits sale of colored margarine.

**Nebraska.**—Prohibits use in state institutions; increases license to \$50.00 for wholesalers and \$5.00 retailers; sales tax of 15c lb. on product not containing more than 50 per cent of animal fats produced in the United States.

**New Hampshire.**—Prohibits sale of yellow margarine.

**New York.**—Prohibits sale of yellow margarine.

**North Carolina.**—Licenses manufacturers \$100.00; wholesalers, \$50.00; hotels, etc., \$10.00; boarding houses, \$5.00; prohibits sale of yellow margarine.

**North Dakota.**—Sales tax of 10c lb.; prohibits sale of yellow margarine; forbids use in state institutions.

**Ohio.**—Prohibits sale of yellow margarine.

**Oklahoma.**—Licenses manufacturers and dealers; taxes margarine 10c lb.

**Oregon.**—Sales tax of 10c lb.; prohibits sale of yellow margarine.

**South Dakota.**—Sales tax of 10c lb.; prohibits sale of yellow margarine.

**Tennessee.**—Sales tax of 10c lb.; licenses all manufacturers and dealers.

**Vermont.**—Prohibits sale of yellow margarine; requires signs in public dining rooms.

**Washington.**—Taxes margarine 15c lb.

**Wisconsin.**—Licenses manufacturers \$1,000.00; wholesalers, \$500.00; retailers, \$100.00 to \$400.00 according to volume of sales; hotels, \$100.00; boarding houses, \$50.00.

**Wyoming.**—Sale of yellow margarine prohibited; sales tax of 10c lb. on vegetable margarine.

### BETTER OIL MILL METHODS.

That something should be done to put the production of cottonseed oil on a sound economic basis is shown in the preliminary report on the economic survey made by the National Cottonseed Products Association.

The seasonable character of the industry today is generally accepted as a bad business feature hard to overcome, because of the overcapacity of mills for the amount of seed to be crushed, says a writer in the Cotton Oil Press. The following suggestion has been discussed considerably of late among oil mill men and is worthy of consideration.

Similar to a method of operation in an oil mill previously suggested, the press room alone would run on a 24 hour per day basis, the linters, hullers, separators and rolls preparing enough meats in the twelve hour day watch to supply the press room for 24 hours. In order to do this the equipment for preparing the meats must be doubled, or the daily tonnage pressed must be cut in half. The latter method is suggested.

A 40 minute schedule would be maintained in place of the usual 20 in the press room, one half the presses being charged every twenty minutes. This would increase the drainage time by 20

minutes with an additional oil extraction of from 4 to 6 lbs. per ton. The press room force could be cut in half as out of every 40 minutes approximately 24 minutes would be idle time in which cake could be pulled from the presses, stripped and ground.

As the linter room, hullers, etc., would run only in daytime, only one watch would be necessary. A small motor of about 50 h.p. would be needed to run the cookers and presses during the night watch, the main power plant being shut down except for fire under one boiler sufficient to supply steam for the cookers.

This method of operation would be slightly more expensive due to the additional power necessary for the 50 h.p. motor, and the fuel consumed in banking the fire at night and getting up steam in the morning. However, the increase in oil extracted would just about offset this additional expense. The labor cost would be the same per ton, as one-half the force would be employed to produce one-half the tonnage.

Overflow bins for the meats would be necessary, but would mean no great outlay. Additional seed storage facilities would be of great benefit, but not a prime requisite in this plan of operation. In the fall as seed at first moves slowly the reduced tonnage method would be used.

The greatest part of seed moves during October and November, and during that time the mill could run full capacity for 24 hours per day throughout. Then when the big movement is over, the reduced tonnage plan of operation would again be put into effect, and continue until all seed had been crushed, lengthening the season two, three or even four months, depending on the seed storage facilities of the mill.

The value of linters would play some part in the successful use of this plan. If their value was high, it would be expedient to produce more per ton. The adjustment of the linters to accomplish this would decrease the amount of seed going through the linters. Unless the mill should have additional linters it would be unable to supply meats in 12 hours to run the press room for 24 hours, hence 24 hour operation in the linter room would be necessary temporarily.

The fact that all products would be placed on the market over a longer period of time would automatically insure a great deal more stable if not a higher value. If this plan, or the principle of it, were put into operation throughout the industry, the present cut-throat methods of competition would in large part be done away with, permitting the mill manager to look ahead and sell his products for what they are worth.

**The Blanton Company**  
ST. LOUIS  
Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING  
MARGARINE**



# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Larger—New lows Established—Cash Trade Moderate—Weather Mixed—Lard and Cotton Weak—Refiners' Support Checked Slump.**

A rather drastic downward revision in a larger volume of trading featured cotton oil futures on the New York Produce Exchange the past week. The decided unsettlement in surrounding markets and securities brought about a greater speculative pressure and liquidation, and ran the market into stop-loss orders.

The selling uncovered rather poor support, and the break was not checked until July, and September showed a drop of 112 to 136 points from the highs of May and a decline of 172 to 191 points from the season's highs. The action of the market was not surprising, particularly as there was no inclination on the part of the larger refiners who are carrying the bulk of the visible stocks unhedged to support prices.

Also, the market was under pressure from those who regarded cottonseed oil as materially out of line with other commodities and suffering a loss in distribution owing to the relative cheapness of lard, foreign oils and edible and inedible greases. Commission houses, both local, southern and western, were on the selling side, apparently being influenced by the new lows for the season in lard and cotton.

### More Interest in Market.

Buying was on resting orders and profit taking on a scale downwards, but an oversold condition finally developed, and with a better technical position, the active months recovered about 25 points from the extreme lows. Some of the buying on the recovery was traceable to refining interests, and while this was regarded in some quarters as lifting of hedges against cash business, there were those who felt that it was in the way of tendering the market some support.

At any rate, the absorption served to check the demoralization that existed for a time, but it was quite evident that, notwithstanding the break, sentiment continued more or less bearish. Many in the trade questioned whether or not the readjustment had

gone far enough as yet. It was apparent on the rally from the lows that there was more outside interest on both sides of the market in the way of new business.

Consumers who have been holding off apparently took some oil on the break. Trade, however, did not appear large, and buying power in oil appeared to dwindle when lard and cotton displayed little or no rallying power. It was quite apparent that the favorable statistical position of cotton oil was lost sight of owing to the steady increasing competition from other directions. A break in tallow to a new low of 3½¢, said to be the lowest levels since the late nineties, did not help the situation in the least.

The weather in the south was rather mixed, but it appeared as though planting was progressing in the main. The latest private estimates on the new crop acreage was 40,893,000 acres, or

a decrease of 11.1 per cent compared with a year ago.

### Small May Consumption Possible.

The trade is talking a comparatively small May consumption of oil and continues fearful that the distribution the last quarter of the season will affect adversely the recent outlook for a materially smaller carryover than a year ago. However, the normal season for good distribution of oil is at hand, and while business conditions may bring about lighter consumption, together with stiffer lard competition, nevertheless consumption would have to fall off materially the last quarter of the season to bring about a carryover the size of that of a year ago.

At any rate, statistics for the balance of the season would appear to have shot their bolt. The important question at this time is the probable new crop outturn, and while some further readjustments might take place marketwise owing to the situation elsewhere, it is extremely doubtful that the conditions in allied markets from this time forward will cut as much figure as climatic conditions and the progress of the new crop.

In connection with the latter, the weekly weather report said cotton is laboring under unfavorable conditions. While the close of the week brought warmer and more favorable weather. Temperatures for the period averaged from 6 to as much as 10 degrees below normal over much of the belt. The soil, also, is unfavorably wet in the northeastern and northwestern portions. In Texas, field work made good progress and the cool nights during most of the week were unfavorable. In Oklahoma, the soil is decidedly too wet, and cold for good results.

In the central states, progress of cotton was mostly poor to only fair, though somewhat better than southern sections. Advance was mostly good in Florida, while unfavorable weather for field work prevailed in Georgia, though with slow growth and stands still poor to only fair in many places. In central and southern South Carolina the crop made good progress, but from northern portions of the state northward it was too wet and the latter part of the week much too cool. Some record low tem-

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 28, 1931.—Drastic declines occurred in cotton oil contracts this week, with a fair technical correction following, without causing crude and refined oil to be offered more freely; none, in fact, on parity of contracts. Five and one-half cents is bid for crude; 6c might buy a few scattered tanks, but 7c would be necessary to dislodge the remaining slender stocks. Prime bleachable is steady at 6% @ 7c.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 28, 1931.—Crude cottonseed oil, 5½¢; forty-one per cent protein cottonseed meal, \$23.00; cottonseed hulls, \$9.00.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 28, 1931.—Prime cottonseed oil, 5% @ 5½¢; forty-three per cent meal, \$22.50; hulls, \$9.00; mill run linters, 1½ @ 2¼c.

TRADE AT NEW YORK

HEDGE AT NEW YORK

## Cotton Seed Oil Futures Market

Contract 60,000 pounds loose in licensed bonded warehouses; New York and Southern deliveries. Grade bleachable prime summer yellow oil. An equitable contract for all concerned—the producer, the consumer, and speculator, with carrying charges on a fixed basis by the exchange.

Why not trade where you have an equal advantage?

NEW YORK PRODUCE EXCHANGE

HEDGE AT NEW YORK

TRADE AT NEW YORK

peratures for so late in the season were reported from parts of the northeast cotton belt.

**COCOANUT OIL**—The situation presented little or nothing new the past week, the market maintaining a rather heavy tone at the low point of the downward movement. Consumers were inclined to operate in a hand-to-mouth way, and the market was still feeling the effects of weakness in tallow and other competing soapers' materials.

At New York, coconut oil tanks were quoted at 4½¢@4¼¢; bulk oil, 4¢. At the Pacific coast, tanks were quoted at 4¢ for shipment and bulk oil 3½¢@3¼¢.

**CORN OIL**—The market was rather quiet the past week and was steady in tone. Limited demand and easiness in other oils was against any material recovery. Corn oil was quoted at 5½¢@5¼¢ f.o.b. mills.

**SOYA BEAN OIL**—Demand was reported flat. The market was about, steady with tanks, f.o.b. western mills, quoted at 5½¢@6¢.

**PALM OIL**—The larger importers were still withdrawn from the market as sellers, and with holidays abroad, trade was further restricted. Buyers were not aggressive however, owing to weakness in competing directions. They apparently are supplied for the immediate future.

At New York, spot Nigre was quoted at 4¼¢@4½¢; shipment Nigre, 3½¢; spot Lagos, 4½¢@4¼¢; shipment Lagos, 3.90¢; 12½¢ per cent acid oil, 4.05¢.

**PALM KERNEL OIL**—With demand extremely slow, a weaker tone featured the market. Tanks at New York were quoted at 4¼¢; bulk for shipment, 4¢.

**OLIVE OIL FOOTS**—No particular demand developed during the week, with buying interest routine. As a result the market was barely steady. Spot foots were quoted 6¢@6¼¢; shipment, 5¼¢@5½¢.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Spot oil de-

mand was rather quiet at New York and the market was easy with the futures. Crude oil was dull and purely nominal in all directions.

**COTTONSEED OIL**—Market transactions at New York:

Friday, May 22, 1931.

	—Range—				—Closing—	
	Sales.	High.	Low.	Bid.	Asked.	
Spot	.....	.....	.....	.....	.....	a
May	.....	.....	.....	.....	.....	a
June	.....	.....	.....	.....	.....	a
July	.....	.....	.....	.....	.....	a
Aug.	.....	.....	.....	.....	.....	a
Sept.	.....	.....	.....	.....	.....	a
Oct.	.....	.....	.....	.....	.....	a
Nov.	.....	.....	.....	.....	.....	a
Dec.	.....	.....	.....	.....	.....	a

Sales, including switches, 9 contracts. Southeast crude nominal.

Saturday, May 23, 1931.

Spot	.....	.....	.....	.....	.....	a
May	.....	.....	.....	.....	.....	a
June	.....	.....	.....	.....	.....	a
July	.....	.....	.....	.....	.....	a
Aug.	.....	.....	.....	.....	.....	a
Sept.	.....	.....	.....	.....	.....	a
Oct.	.....	.....	.....	.....	.....	a
Nov.	.....	.....	.....	.....	.....	a
Dec.	.....	.....	.....	.....	.....	a

Sales, including switches, 23 contracts. Southeast crude nominal.

Monday, May 25, 1931.

Spot	.....	.....	.....	.....	.....	a
May	.....	.....	.....	.....	.....	a
June	.....	.....	.....	.....	.....	a
July	.....	.....	.....	.....	.....	a
Aug.	.....	.....	.....	.....	.....	a
Sept.	.....	.....	.....	.....	.....	a
Oct.	.....	.....	.....	.....	.....	a
Nov.	.....	.....	.....	.....	.....	a
Dec.	.....	.....	.....	.....	.....	a

Sales, including switches, 48 contracts. Southeast crude nominal.

Tuesday, May 26, 1931.

Spot	.....	.....	.....	.....	.....	a
June	.....	.....	.....	.....	.....	a
July	.....	.....	.....	.....	.....	a
Aug.	.....	.....	.....	.....	.....	a
Sept.	.....	.....	.....	.....	.....	a
Oct.	.....	.....	.....	.....	.....	a
Nov.	.....	.....	.....	.....	.....	a
Dec.	.....	.....	.....	.....	.....	a
Jan.	.....	.....	.....	.....	.....	a

Sales, including switches, 14 contracts. Southeast crude nominal.

Wednesday, May 27, 1931.

Spot	.....	.....	.....	.....	.....	a
June	.....	.....	.....	.....	.....	a
July	.....	.....	.....	.....	.....	a
Aug.	.....	.....	.....	.....	.....	a
Sept.	.....	.....	.....	.....	.....	a
Oct.	.....	.....	.....	.....	.....	a
Nov.	.....	.....	.....	.....	.....	a
Dec.	.....	.....	.....	.....	.....	a
Jan.	.....	.....	.....	.....	.....	a

Sales, including switches, 39 contracts. Southeast crude nominal.

Thursday, May 28, 1931.

Spot	.....	.....	.....	.....	.....	a
June	.....	.....	.....	.....	.....	a
July	.....	.....	.....	.....	.....	a
Aug.	.....	.....	.....	.....	.....	a
Sept.	.....	.....	.....	.....	.....	a
Oct.	.....	.....	.....	.....	.....	a
Nov.	.....	.....	.....	.....	.....	a
Dec.	.....	.....	.....	.....	.....	a
Jan.	.....	.....	.....	.....	.....	a

See page 41 for later markets.

## MILLING EFFICIENCY INCREASES

(Special Report to The National Provisioner from the Fort Worth Laboratories.)

Fort Worth, Tex., May 28, 1931.—The past four years have been quite uniform as regards the quality of cotton seed produced in Texas and Oklahoma, but the quantitative yields have not been uniform. There has been a steady decline in the oil content of the seed, with the ammonia content remaining practically constant.

In other words, there has been a steady decrease in the value of cotton seed based upon the quantity of products obtainable from them. The quality of the products produced from the cotton seed has been uniform, while there has been a gradual increase in milling efficiency.

### CRUDE OIL

	Refining Loss.	Color Red.	Acid Pres.
Average all samples	8.2	6.3	1.3
Best sample average	5.6	4.6	0.9
Lowest sample average	9.3	5.7	1.3
Annual average last year	7.8	6.1	1.1

### CAKE AND MEAL

	Moisture.	Ammonia.	Protein.	Oil.	Standard.
Av. all mills	7.51	8.35	42.91	5.90	0.71
Best av. result	8.43	8.51	43.76	5.08	0.60
Worst av. result	6.01	8.34	42.89	6.27	0.75
Annual av. last year	7.53	8.27	42.47	5.84	0.71

### HULLS

	Whole Seeds and Meats.	Oil in Hulls.	Total Oil.	\$ Loss Per C.	Standard.
Av. all mills	0.03	0.54	0.60	0.02	1.00
Best av. result	0.00	0.30	0.36	0.00	0.96
Worst av. result	0.00	1.21	1.24	0.28	1.31
Annual av. last year	0.17	0.65	0.82	0.09	1.01

### SEED ANALYSIS

	Moisture.	Ammonia in Seed.	Gals. Oil.	Yield 100 lbs. — Waste. —
Av. all samples	8.26	4.27	283	78
Best sample av.	8.53	3.70	312	79
Lowest sample av.	8.87	4.40	264	83
Annual av. last year	8.34	4.34	278	80

## MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., May 27, 1931.—Trading in cottonseed meal on the Memphis market today was rather light. Price fluctuations were narrow. The first sales in July were at \$22.15. Later this option sold at \$21.80 and Fall meal sold at \$21.05 and \$21.15. At the opening it appeared that the market was rather strong, and price inclined upward, but when severe liquidation began in stocks, grain and cotton it seemed to be a damper on bullish enthusiasm. The demand for the actual remains negligible, and unless some unforeseen events occur to stimulate the market, it will be difficult to advance prices materially.

The cottonseed market was again inactive, with prices showing little change one way or the other.

### HULL OIL MARKETS.

Hull, England, May 27, 1931.—(By Cable)—Refined cottonseed oils, 19s 9d; Egyptian crude cottonseed oil, 17s 9d.

Watch the Wanted page for bargains in equipment.

The Procter & Gamble Co.

refiners of all grades of

**COTTONSEED OIL**

PURITAN—Winter Pressed Salad Oil  
BOREAS—Prime Winter Yellow  
VENUS—Prime Summer White  
STERLING—Prime Summer Yellow  
WHITE CLOVER—Cooking Oil  
MARIGOLD—Cooking Oil  
JERSEY—Butter Oil

**HARDENED COTTONSEED OIL**—for Shortenings and Margarines (58°-60° titre)

**COCOANUT OIL**  
MOONSTAR—Cocoanut Oil  
P & G SPECIAL—(hardened) Cocoanut Oil

General Offices, Cincinnati, Ohio  
Cable Address: "Procter"

## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

The market for hog products is active, and after making new season's lows, prices recovered somewhat under aggressive buying through commission houses and a little packer support. Hogs are steadier and cash lard demand is moderate. The technical position of the market has improved and is being influenced by action of stocks and outside markets.

#### Cottonseed Oil.

Cotton oil is active and irregular, and made new season's lows under July liquidation, but the market rallied sharply on refiners' support, active short covering and steadier lard and cotton. Indications of unfavorable weather helped cotton, and expectations are that early condition figures will be sharply under the 10-year average. Southeast crude sold at 5½¢ and is now 5¼¢ nominal.

Quotations on bleachable cottonseed oil at New York Friday noon were:

June, \$6.60@7.00; July, \$6.75@6.85; Aug., \$6.75@6.90; Sept., \$6.75@6.85; Oct., \$6.58@6.80; Nov., \$6.40@6.75; Dec., \$6.30@6.75; Jan., \$6.40@6.75.

Quotations on prime summer yellow were:

June, \$6.50@7.00; July, \$6.55@6.85; Aug., \$6.55@6.90; Sept., \$6.50@6.85; Oct., \$6.40@6.75; Nov., \$6.30@6.70; Dec., \$6.30@6.70; Jan., \$6.30@6.70.

#### Tallow.

Tallow, extra, 3½¢.

#### Stearine.

Stearine, 6¼¢.

### FRIDAY'S GENERAL MARKETS.

New York, May 22, 1931. — Lard, prime western, \$7.75@7.85; middle western, \$7.60@7.70; city, 7¼¢; refined continent, 7½¢; South American, 8¼¢; Brazil kegs, 8¼¢; compound, 9½¢@9¾¢.

### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, May 28, 1931.—General provision market quiet and unchanged. Very poor demand for A. C. hams. Picnics and pure lard fair; square shoulders dull.

Friday's prices were as follows: Hams, American cut, 70s; hams, long cut, 77s; shoulders, square, 55s; picnics, 53s; short backs, 67s; bellies, clear, 55s; Canadian, none; Cumberlands, 65s; Wiltshires, none; spot lard, 41s.

### EUROPEAN PROVISION CABLES.

Government cabled advices from Europe and the United Kingdom for the week ended May 23, 1931, indicates that the market at Hamburg remained unchanged for oleo oil and hog livers. Refined lard, steam lard and fatbacks all lower. Receipts of lard for the week were 721 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 111,000, at a top Berlin price of 10.38 cents a pound,

compared with 88,000, at 14.06 cents a pound, for the same week of last year.

The Rotterdam market was slow. Neutral lard, premier jus, pure lard prices lower. Other products remained the same.

The market at Liverpool was quiet. Supplies were moderate.

The total of pigs bought in Ireland for bacon curing was 18,000 for the week, as compared with 16,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending May 22, 1931, was 124,000, as compared with 85,000 for the corresponding week of last year.

## The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and new subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

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Legal information on matters affecting your daily business.

### REASONABLE OPPORTUNITY.

"Unless otherwise agreed, when the seller tenders delivery of goods to the buyer, he is bound, on request, to afford the buyer a reasonable opportunity of examining the goods for the purpose of ascertaining whether they are in conformity with the contract," the New York Personal Property Law provides. Similar statutes are in force in various other states.

What is a reasonable opportunity for examination was considered by the New York courts in a recent case reported in 211 N. Y. S. 293. The evidence showed that there had been a sale of merchandise of a certain quality at a certain price and that the seller on three different occasions tendered part of the order in wrapped packages, insisting on a receipt before any examination. The buyer refused to give any receipt until he had first examined the shipment.

Then the seller tendered part of the goods for the fourth time, at 4 p. m. on a dark, rainy day, and offered the buyer the opportunity of examining the goods in the seller's presence.

"I wanted to examine the goods on the previous tender, and you refused. Now, I'm not going to take chances on as dark a day as today," the buyer declared. The seller sued for damages for breach of contract, the buyer defended on the ground that he had not had a reasonable opportunity of examining the goods. The New York Supreme Court ruled in the buyer's favor.

### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended May 23, 1931:

	Week ended May 23.	Prev. week.	Cor. week, 1930.
West. dresd. meats:			
Steers, carcasses .....	2,058	3,022	2,595
Cows, carcasses .....	671	820	607
Bulls, carcasses .....	261	316	445
Veals, carcasses .....	1,892	1,918	1,879
Lambs, carcasses .....	11,707	15,339	14,890
Mutton, carcasses .....	1,601	1,797	932
Fork, lbs. ....	550,836	579,307	474,649
Local slaughters:			
Cattle .....	1,187	1,437	1,454
Calves .....	3,057	3,269	3,102
Hogs .....	14,179	12,958	17,259
Sheep .....	4,545	4,422	5,768

### SALT LAKE YARDS HEAD.

The Salt Lake Union Stock Yards Co. has selected L. E. Ellison, of Layton, Utah, as president, to succeed the late M. K. Parsons. Mr. Ellison is a banker, well known to stockmen and packers in the intermountain country. H. A. Smith of Salt Lake City was elected to the board of directors to succeed Mr. Parsons.



# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., May 28, 1931.

**CATTLE**—Compared with a week ago: Fat steers and yearlings, 50@75c lower, price cut very drastic placing values at decided new low for season, besides being the lowest since 1911; all other killing classes lost sharply, fat cows, 50c@\$1.00; cutter cows and bulls mostly 50c lower; butcher heifers, 50@75c off if heavy, with light kinds and mixed heifer yearlings mostly 50c off. These downturns, coming on top of last week's loss, created one of the most ruinous breaks in the history of the industry, the only bullish feature being the fact that the decline had been temporarily stopped as the week closed by supply abridgment, light steers and heifers meanwhile turning strong to higher. Largely steer run, with killer kinds predominating; bulk, \$6.00@7.00, these being longfed steers for the most part; extreme top, \$8.00. Choice light steers closed at \$7.60, choice heavies at \$7.25.

**HOGS**—Supplies, while in excess of a week earlier, were sharply below one year ago, but prices receded sharply due to narrow demand. Compared with one week ago: Market mostly 60@75c lower; pigs and packing sows, occasionally \$1.00 lower. Week's top, \$6.80; closing top, \$6.20 late. Bulk 140- to 230 lbs., \$6.00@6.15; 240 to 300 lbs., \$5.65@6.00; 310 to 350 lbs., \$5.40@5.65; pigs, \$5.75@6.00; plain kinds, \$5.50 down; packing sows, \$4.40@5.00.

**SHEEP**—Compared with a week ago: Old crop lambs, steady to 25c higher; sheep very scarce but barely steady; spring lambs, mostly 50c lower, increased sorts considered, under expanded supply. First Oregons and Idahos arrived during the seven-day period now closing. Late bulks: Better grade clipped lambs, \$8.00@8.50,

few \$8.60, best earlier in week \$8.70; desirable native springers, \$9.00@10.25, bucks out at \$8.00@9.25; small prime lot, \$10.65; Californias, \$9.75@10.00; shorn native ewes, \$2.00@2.50.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, May 28, 1931.

**CATTLE**—Liberal receipts and a depressed dressed meat market were bearish influences in the week's market for all killing classes, and prices worked steadily and sharply lower. Fed steers and yearlings, also she stock, declined 50@75c, with extremes on steers as much as \$1.00 lower. Bulls declined 50c, and vealers \$1.50@2.00. Choice weighty steers cleared at \$6.75@7.00; 1,308-lb. weights, \$7.25. Several loads choice yearlings earned \$7.50; part load, \$7.75; choice vealers at close, \$8.00.

**HOGS**—Liberal receipts and narrow demand were principal bear factors that resulted in putting hog prices to the lowest level of the year, with the decline from Thursday to Thursday 75c. Thursday's top reached \$5.75, with the following bulks: 160 to 240 lbs., \$5.50@5.65; 240- to 300-lb. butchers, \$5.25@5.50; 300 to 375 lbs., \$5.00@5.25; packing sows, \$4.25@4.50; stags, \$4.00@4.75.

**SHEEP**—Market on slaughter lambs has carried a good strong undertone, although on Thursday this week prices weakened, and early advances were wiped out. Market comparisons Thursday with Thursday show values steady. Matured sheep ruled weak on Thursday. Good and choice Idaho and California spring lambs sold \$9.00@10.00; choice natives, up to \$10.25; fed new crop lambs, \$9.75; fed clipped lambs, \$8.00@8.35; fed yearlings, up to \$8.00; good and choice shorn ewes, \$2.00@2.50.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., May 28, 1931.

**CATTLE**—Trade during the week under review continued very slow, with prices sagging to new low levels for the season. Packers were able to enforce declines of 25@75c. Strong weight steers and slaughter cows of 50@75c. Early in the week, choice light weight steers scored \$8.00, and \$7.90 was realized on a load of choice 546-lb. heifers. Choice 1,265-lb. steers reached \$7.10, while a load of choice 1,384-lb. beefs cleared at \$7.00. Bulk of native fed steers and yearlings sold from \$5.50@6.75; most fat light yearlings, upward from \$6.00. Texas grass steers cashed around \$4.00@4.85. Vealers and calves ruled weak to \$1.00 lower, with a top of \$8.00 on vealers, paid only sparingly.

**HOGS**—Values on hogs worked lower throughout the week, and closing quotations are 60@65c under last Thursday's. Trade, however, fairly active to all buying interests at the decline. Packers today paid \$5.85 for choice 180- to 220-lb. weights, this being the lowest for top hogs since 1908. Packing sows declined 70@80c, with the late bulk at \$4.00@4.65.

**SHEEP**—Only slight changes were registered in the sheep market, springers and aged stock finishing on a steady to 25c lower basis, and old crop lambs holding steady. Choice native springers topped at \$9.85, while bulk of the better grades sold from \$9.25@9.75. Fed clipped lambs cleared at \$7.25@7.65, and shorn Texas offerings off the grass went at \$5.50@6.25. A few fed clippers of Texas origin brought \$6.75@7.00.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., May 28, 1931.

**CATTLE**—Fat cattle prices touched the lowest May levels in 20 years, the week's best price being \$7.50 for a short load of strictly choice 566-lb. heifers. A few loads of choice light yearlings \$7.25, and the bulk of fed steers and yearlings \$5.50@6.75. Common Texas grassers sold down to \$4.00, and in extremes \$3.25. These prices show a 50@75c decline from a week ago. Cows and bulls show a 50c loss; vealers steady. Most beef cows sold at \$3.25@4.25; cutter grades, largely \$2.25@3.25; medium bulls, \$3.00@3.25; top vealers, \$8.00.

**HOGS**—The lowest price levels since December, 1908, were reached today when top hogs broke to \$5.85. Prices have declined around 75c on all classes and grades since this time last week. Most offerings under 240 lbs. sold today from \$5.65@5.80; 250 to 300 lbs., \$5.35@5.60; sows, mostly \$4.25@4.75.

**SHEEP**—Notwithstanding sharp declines in cattle and hogs, the trade in fat lambs has developed somewhat more strength. Best springers, as well as lambs of the old crop, show a 25c advance; top Idaho springers, \$10.50; most natives, \$10.00@10.25; choice clipped lambs, \$8.00@8.25. Liberal supplies of Texas clipped lambs \$6.00@7.25, with a few up to \$7.60; Texas two year old and aged wethers, \$3.25@5.00; shorn mutton ewes, mostly \$2.00@2.50; choice lots up to \$3.00.

### ALL AROUND SERVICE

**CATTLE** **HOGS** **CALVES** **SHEEP**

## KENNETT-MURRAY

Nationwide Live Stock Service      Service Department  
Washington, D.C.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 28, 1931.

**CATTLE**—Compared with one week ago: Yearling steers, 25c lower; other fed steers, 50c lower, some off 75c; western steers, 50c lower; choice light mixed yearlings and heifers steady; others, 25@50c lower; cows, cutters and low cutters, \$1.00 lower; bulls, 50@75c lower; vealers, 50c lower. Bulk of fed steers brought \$5.75@7.25. Top yearlings landed \$7.65; top matured kinds, \$7.25. Bulk of fat mixed yearlings and heifers scored \$6.50@7.50; medium fleshed descriptions, \$6.00@6.50. Top heifers, \$8.25; best mixed kinds, \$8.00. Bulk of beef cows scored \$3.25@4.25; top, \$5.50 Monday, with \$4.00 about the best price today. Most low cutters cashed at \$2.00@2.50.

**HOGS**—Market 35@60c lower for week on hogs and pig stuff; sows, mostly 50c lower; receipts liberal, shipments showing an increase over previous week. Top for the week, \$6.80, paid Monday; closing top, \$6.25. Price spread narrowed with late sales; 250 lbs., down, \$6.10@6.25; 260 to 350 lbs., \$5.75@6.10. Sows closed at \$4.75@5.00 largely.

**SHEEP**—After advancing earlier in the week, the spring lamb market declined, medium to choice grades closing 25c lower than last Thursday and cull and common descriptions 50c lower. Ewes declined 25@50c. Slow selling saw most spring lambs going late at \$9.50@9.75, with occasional lots up to \$10.00. Buck lambs of comparable weight and quality went at \$8.50@9.00; cull and common, \$6.00@6.50. Two year old shorn wethers brought \$4.50; aged kinds, \$3.00. Fat ewes ranged from \$2.50 downward.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., May 28, 1931.

**CATTLE**—Persistent reductions dropped slaughter cattle values to the lowest levels in years, but price cutting showed at least a temporary check as the week closed. Beef steers and yearlings declined 25c to mostly 50c, and she stock ruled unevenly 25@75c lower. Choice yearlings topped at \$7.50, scattered loads made \$6.75@7.25, and the bulk earned \$5.50@6.50. Choice light heifers commanded \$6.85, and beef cows bulked at \$3.75@4.25 at the finish. Bulls ruled 25c lower, and medium grades made \$3.25@3.50 mostly. Vealers

slumped \$1.00@2.00, and the practical top stood at \$7.50.

**HOGS**—Heavy local receipts on an already falling hog market resulted in the severest price break of the current season. Butchers changed hands mostly 75@85c under week earlier levels. Most 160- to 220-lb. averages bulked late at \$5.40@5.60; late top, \$5.60; 230- to 350-lb. weights, \$5.00@5.50; packing sows shared the full decline to sell mainly \$4.00@4.40; a few smooth light, \$4.50.

**SHEEP**—A comparatively quiet week in the sheep house left most values materially unchanged for the period. The bulk of springers brought \$10.00@10.50, with native and Idahoans sharing the week's top at \$10.65. Best clippers offered stopped at \$8.50; bulk, \$7.75@8.50. Fat ewes sold in small lots from \$3.00 down.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., May 27, 1931.

**CATTLE**—Excessive marketings in all branches of the trade made for another series of downturns, cattle values declining unevenly 25@50c, spots more on matured steers. Strictly choice mixed yearlings reached \$7.25 early; best matured steers, \$6.50; bulk all steers from this price on down to \$5.50. Beef cows centered at \$3.50@4.00; heifers, \$5.00@6.00; cutters, \$2.25@3.25; bulls, largely \$3.35 down; common light bulls, under \$3.00. Vealers worked 50c@1.00 lower, good grades \$4.50, pigs and light lights selling largely at \$5.90.

**HOGS**—A series of declines in the hog house, which since last Wednesday amounted to around 75c on the average, placed values at new low levels for the year. Desirable 160- to 220-lb. weights sold mostly at \$5.70@5.90; plainer grades of those weights to \$5.50 or below. Butchers weighing 220 to 270 lbs. cleared mainly at \$5.25@5.70; 270- to 350-lb. weights, \$4.75@5.25. Packing sows bulked at \$4.25@4.50, pigs and light lights selling largely at \$5.90.

**SHEEP**—Fat lamb values ruled weak to 50c lower; spring lambs, 25@50c down, best of the latter being salable around \$10.00; natives, from \$8.75@9.75; common kinds, to \$6.00. Choice shorn lambs brought \$8.50; medium grades, \$5.00@7.00, shorn ewes going at \$2.00@2.50; woolled offerings, \$3.00.

Watch the Wanted page for bargains.

## CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., May 28, 1931.

Compared with a week ago, hogs unloaded direct at 24 concentration points and 7 packing plants in Iowa and Minnesota are mostly 75@80c lower. Hogs were marketed freely all week in spite of the persistent price decline. Late bulk of 170 to 220 lbs., \$5.30@5.50; a few closely sorted, \$5.55 and \$5.60; 230 to 280 lbs., \$5.00@5.35; 290 to 350 lbs., \$4.75@5.10. Packing sows are being marketed in increased numbers and sold mostly \$4.00@4.35.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants for week ended Thursday, May 28, with comparisons:

	This week.	Last week.
Friday, May 29.....	16,300	15,200
Saturday, May 30.....	22,300	18,200
Monday, May 25.....	43,000	46,300
Tuesday, May 26.....	18,400	12,000
Wednesday, May 27.....	25,900	8,200
Thursday, May 28.....	25,500	17,000

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended May 23, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended May 23.....	200,000	497,000	359,000
Previous week .....	196,000	514,000	364,000
1930 .....	181,000	553,000	265,000
1929 .....	189,000	636,000	274,000
1928 .....	191,000	697,000	210,000
1927 .....	240,000	673,000	223,000

Hogs at 11 markets:	
Week ended May 23.....	425,000
Previous week .....	443,000
1930 .....	483,000
1929 .....	688,000
1928 .....	600,000
1927 .....	600,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended May 23.....	150,000	372,000	267,000
Previous week .....	146,000	378,000	262,000
1930 .....	137,000	421,000	214,000
1929 .....	136,000	459,000	213,000
1928 .....	142,000	516,000	156,000
1927 .....	186,000	509,000	183,000

## POLISH HOGS TO RUSSIA.

Between 10,000 and 20,000 Polish hogs are booked for shipment to soviet Russia within the next few months, according to the American commercial attache at Warsaw. Because of increased tariff rates in Czechoslovakia and the possibility of increases in Austria, Poland has been forced to look elsewhere for a market for hogs, and appears to have found an outlet in soviet Russia.

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, May 23, 1931, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,481	3,474	18,666
Swift & Co.	6,185	3,165	22,979
Wilson & Co.	3,935	3,190	9,549
Morris & Co.	1,671	2,067	610
Anglo-Amer. Prov. Co.	1,729	1,508	.....
G. H. Hammond Co.	347	1,432	.....
Libby, McNeill & Libby.	1,109	.....	.....
Brennan Packing Co., 5,620 hogs; Independent Packing Co., 501 hogs; Boyd, Lunham & Co., 1,197 hogs; Hygrade Food Products Corp., 6,224 hogs; Agar Packing Co., 2,399 hogs; others, 26,067 hogs.			
Total: Cattle, 20,478; calves, 7,648; hogs, 56,934; sheep, 51,804.			

## KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,007	3,722	5,067
Cudahy Pkg. Co.	3,020	2,647	8,718
Fowler Pkg. Co.	585	1,982	3,545
Morris & Co.	2,307	1,982	3,545
Swift & Co.	3,315	6,082	7,108
Wilson & Co.	3,003	2,977	6,657
Others	741	450	104
Total	15,970	17,840	31,197

## OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	5,184	13,139	8,361
Cudahy Pkg. Co.	4,720	9,459	13,773
Dold Pkg. Co.	1,200	6,801	.....
Morris & Co.	2,326	408	3,768
Swift & Co.	4,877	8,287	9,197
Others	.....	20,251	.....

Eagle Pkg. Co. 16 cattle; Geo. Hoffman Pkg. Co. 84 cattle; Mayerowich Pkg. Co. 5 cattle; Omaha Pkg. Co. 75 cattle; J. Roth & Sons 125 cattle; J. Rife Pkg. Co. 3 cattle; So. Omaha Pkg. Co. 48 cattle; Lincoln Pkg. Co. 155 cattle; Morrell Pkg. Co. 29 cattle; Nagle Pkg. Co. 242 cattle; Sinclair Pkg. Co. 595 cattle; Wilson & Co. 482 cattle.

Total: Cattle, 20,164; Hogs, 58,340; Sheep, 35,069.

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,110	1,461	6,058	6,421
Swift & Co.	2,227	2,985	3,259	6,673
Morris & Co.	1,067	744	.....	2,508
East Side Pkg. Co.	670	.....	2,102	.....
American Pkg. Co.	16	191	2,102	.....
Krey Pkg. Co.	231	40	4,262	114
Shippers	4,714	2,669	32,543	5,765
Others	2,068	641	13,907	672

Total: 13,703 Cattle, 8,731 Calves, 65,988 Hogs, 22,153 Sheep.

Not including 3,599 cattle, 2,417 calves, 36,544 hogs and 2,336 sheep bought direct.

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,738	659	9,690	20,402
Armour and Co.	3,545	671	9,625	9,349
Others	2,006	7	6,297	2,575
Total	8,291	1,337	25,588	32,326

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,237	141	9,061	4,861
Armour and Co.	3,689	191	8,966	2,388
Swift & Co.	1,897	187	4,802	2,545
Smith Bros.	.....	.....	.....	.....
Shippers	3,941	16	14,800	550
Others	204	17	23	.....
Total	12,938	552	37,652	10,344

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	733	434	1,300	1,118
Wilson & Co.	872	399	1,283	3,066
Others	111	31	661	2
Total	1,716	864	3,253	4,176

Not including 322 cattle and 365 hogs bought direct.

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	321	399	3,286	2,542
Jacob Dold Pkg. Co.	458	13	2,350	22
Wichita D. B. Co.	13	.....	.....	.....
Dann Osterberg	90	.....	.....	.....
Keefe-Le Sturgeon	43	.....	.....	.....
Fred W. Dold	80	.....	465	1
Total	1,223	412	6,110	2,565

Not including 5,249 hogs bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	704	150	2,105	1,914
Armour and Co.	817	141	1,234	5,418
Blaney-Murphy Co.	187	32	3,001	.....
Others	1,561	116	1,658	566
Total	3,209	439	10,998	7,898

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,517	3,871	11,736	2,137
Cudahy Pkg. Co.	414	1,723	.....	.....
Swift & Co.	4,801	5,801	17,708	3,198
United Pkg. Co.	2,150	61	.....	.....
Others	1,444	338	12,590	5,335
Total	12,356	11,794	42,064	10,670

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,074	6,471	8,419	517
Swift & Co., Chi.	169	.....	.....	.....
Swift & Co., Balt.	.....	.....	108	.....
U. D. H. Co., N. Y.	34	.....	.....	.....
The Layton Co.	.....	.....	435	.....
R. Gumz & Co.	113	146	110	68
Armour & Co., Mil.	488	3,281	.....	.....
Armour & Co., Chi.	98	.....	.....	.....
N.Y.B.D.M. Co., N.Y.	60	.....	.....	.....
Corkran, Hill, Balt.	.....	.....	169	.....
Shippers	297	75	98	1
Others	290	350	93	139
Total	3,218	10,323	9,492	725

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	906	592	12,933	1,224
Armour and Co.	306	208	1,782	.....
Indianapolis Abt. Co.	471	108	357	208
Hilgemeler Bros.	5	.....	1,205	.....
Brown Bros.	103	37	208	16
Schussler Pkg. Co.	7	.....	248	.....
Riverview Pkg. Co.	9	.....	246	.....
Meier Pkg. Co.	108	8	237	.....
Indiana Prov. Co.	28	13	168	.....
Maass Hartman Co.	25	16	.....	.....
Art Wabnitz	11	43	.....	79
Hoosier Abt. Co.	32	.....	17,286	2,395
Shippers	1,307	2,787	17,286	2,395
Others	469	276	853	348
Total	3,790	4,148	35,673	4,262

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	5	.....	308
E. Kahn's Sons Co.	1,297	595	6,880	1,496
Kroger G. & B. Co.	39	106	1,776	.....
J. Lohrey Pkg. Co.	3	.....	250	.....
H. H. Meyer Pkg. Co.	4	.....	1,250	.....
A. Sander Pkg. Co.	114	290	.....	184
J. & F. Schroth Co.	15	.....	2,976	.....
John F. Stegner	113	224	.....	.....
Idéal Pkg. Co.	13	.....	2,650	8,470
Shippers	208	1,293	6,699	615
Others	660	517	699	615
Total	2,436	3,002	20,252	11,073

Not including 1,904 cattle, 6,565 hogs and 591 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended May 23, 1931, with comparisons:

## CATTLE.

	Week ended May 23.	Prev. week.	Cor. week, 1930.
Chicago	20,478	20,393	20,836
Kansas City	15,970	17,132	13,065
Omaha	20,164	20,187	19,990
St. Louis	17,302	14,682	9,746
St. Joseph	8,291	7,995	8,349
Sioux City	12,938	12,286	10,704
Oklahoma City	2,068	2,216	1,819
Wichita	1,223	1,510	1,254
Denver	3,209	2,701	2,124
St. Paul	12,356	12,554	8,583
Milwaukee	3,218	3,351	3,281
Indianapolis	3,790	4,520	4,576
Cincinnati	4,340	2,502	2,194
Total	125,386	122,029	105,621

## HOGS.

	Week ended May 23.	Prev. week.	Cor. week, 1930.
Chicago	56,934	64,463	59,313
Kansas City	17,840	23,307	26,781
Omaha	58,340	64,895	63,106
St. Louis	102,532	101,302	35,893
St. Joseph	25,588	24,872	31,401
Sioux City	37,652	35,898	38,106
Oklahoma City	3,618	5,215	6,540
Wichita	11,359	10,271	8,505
Denver	10,998	10,329	5,388
St. Paul	42,094	39,465	34,588
Milwaukee	9,492	8,155	5,503
Indianapolis	35,673	35,684	33,664
Cincinnati	26,817	17,279	19,072
Total	438,537	441,005	371,870

## SHEEP.

	Week ended May 23.	Prev. week.	Cor. week, 1930.
Chicago	51,804	44,958	49,940
Kansas City	31,197	32,675	29,576
Omaha	35,069	31,832	39,438
St. Louis	24,489	15,737	9,849
St. Joseph	32,326	32,716	26,856
Sioux City	10,344	7,004	14,285
Oklahoma City	4,176	2,431	625
Wichita	2,565	2,692	2,111
Denver	7,898	6,598	4,856
St. Paul	10,670	6,352	2,250
Milwaukee	725	942	1,028
Indianapolis	4,292	3,280	2,243
Cincinnati	11,664	5,301	2,185
Total	227,219	192,518	182,242

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 18	21,010	2,317	44,495	16,390
Tues., May 19	5,105	3,190	15,708	12,730
Wed., May 20	8,439	2,717	13,066	6,637
Thurs., May 21	6,754	2,637	20,186	14,470
Fri., May 22	2,019	1,069	17,435	4,728
Sat., May 23	600	200	7,000	6,000
This week	43,927	12,130	117,890	68,580
Previous week	43,009	12,706	116,358	68,737
Year ago	42,431	14,136	134,490	61,480
Two years ago	41,878	14,203	118,505	73,000
Total receipts for month and year to May 23, with comparisons:				
May, 1931.	138,235	133,003	839,664	810,540
1930.	37,715	42,335	224,450	240,007
Cattle	371,185	427,170	3,349,559	3,227,239
Calves	230,625	200,701	1,651,517	1,661,361
Hogs	.....	.....	.....	.....
Sheep	.....	.....	.....	.....

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 18	4,780	.....	9,338	1,804
Tues., May 19	2,344	.....	5,353	2,720
Wed., May 20	3,299	.....	1,366	1,990
Thurs., May 21	1,743	.....	1,567	1,391
Fri., May 22	945	.....	1,585	1,713
Sat., May 23	100	.....	500	900
This week	13,216	2	24,645	16,254
Previous week	13,462	4	24,493	17,281
Year ago	13,663	89	30,698	9,377
Two years ago	13,263	212	20,894	10,862

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended May 23	\$ 7.00	\$ 6.50	\$ 2.50	\$ 3.00
Previous week	7.45	6.85	2.80	3.20
1930	11.50	10.05	4.85	4.80
1929	13.60	10.80	6.35	13.65
1928	12.95	9.65	8.10	12.70
1927	10.70	9.25	6.25	14.10
1926	9.25	13.80	7.15	14.15
Av. 1926-1930	\$11.00	\$10.70	\$ 6.55	\$13.35

## SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended May 23	30,700	92,200	58,800
Previous week	29,547	94,468	59,500
1930	28,768	103,831	61,500
1929	28,615	97,701	58,400
1928	35,509	111,554	33,726
1927	47,626	146,062	50,983

\*Saturday, May 23, estimated.

## HOG RECEIPTS, WEIGHTS



## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended May 23, 1931, with comparisons:

## CATTLE.

	Week ended May 23, 1931.	Prev. week.	Cor. week, 1930.
Chicago	35,908	30,683	20,836
Kansas City	15,979	17,132	16,853
Omaha	20,489	19,005	17,881
St. Louis	15,051	14,426	9,746
St. Joseph	7,712	7,553	7,783
Sioux City	9,955	9,511	8,338
Wichita	1,635	1,890	1,069
Philadelphia	1,167	1,457	1,454
Indianapolis	1,117	1,517	1,892
New York & Jersey City	8,463	9,411	8,792
Oklahoma City	2,902	3,238	3,118
Cincinnati	3,503	3,479	3,320
Denver	2,333	2,464	1,990

Total ..... 126,214 121,755 103,572

## HOGS.

	Week ended May 23, 1931.	Prev. week.	Cor. week, 1930.
Chicago	87,617	91,625	121,494
Kansas City	17,840	23,307	26,791
Omaha	38,315	46,759	48,492
St. Louis	33,445	36,061	34,893
St. Joseph	19,491	17,064	19,959
Sioux City	24,303	22,683	24,654
Wichita	6,110	7,520	8,505
Philadelphia	14,179	12,988	17,259
Indianapolis	17,440	17,308	19,783
New York & Jersey City	28,777	40,628	44,960
Oklahoma City	3,618	5,215	6,540
Cincinnati	20,002	18,014	17,952
Denver	10,392	10,632	6,035

Total ..... 332,219 349,994 401,377

SHEEP.			
	Week ended May 23, 1931.	Prev. week.	Cor. week, 1930.
Chicago	58,907	54,258	49,940
Kansas City	31,197	32,675	29,576
Omaha	37,223	29,165	42,180
St. Louis	14,065	12,062	6,849
St. Joseph	30,237	27,536	30,306
Sioux City	7,851	7,263	12,972
Wichita	2,585	2,692	2,111
Philadelphia	4,545	4,422	5,763
Indianapolis	1,267	1,896	444
New York & Jersey City	60,049	61,767	68,715
Oklahoma City	4,176	2,431	625
Cincinnati	10,285	2,051	1,037
Denver	5,847	5,072	3,850

Total ..... 268,264 248,890 253,171

## U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, May 22, 1931:

	Week ended May 22, 1931.	Prev. week.	Cor. week, 1930.
Chicago	93,500	102,140	121,494
Kansas City, Kan.	50,637	60,351	50,637
Omaha	42,855	45,570	48,474
*East St. Louis	55,429	55,385	62,858
Sioux City	24,063	23,408	24,776
St. Paul	36,577	37,204	31,134
St. Joseph	17,239	17,239	25,484
Indianapolis	19,575	19,785	24,920
New York and J. C.	25,488	26,030	29,597

Total ..... 366,848 387,121 419,113

\*Includes St. Louis, Mo.

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, May 28, 1931:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Lt. lt. (140-160 lbs.) gd.-ch.	6.00@6.15	6.15@6.25	5.50@5.75	5.60@5.80	5.80@5.85
Lt. wt. (160-180 lbs.) gd.-ch.	6.00@6.20	6.15@6.25	5.50@5.75	5.65@5.85	5.90@5.85
(180-200 lbs.) gd.-ch.	6.00@6.20	6.15@6.25	5.50@5.75	5.65@5.85	5.90@5.85
Med. wt. (200-220 lbs.) gd.-ch.	5.90@6.15	6.15@6.25	5.45@5.75	5.65@5.85	5.90@5.85
(220-250 lbs.) gd.-ch.	5.85@6.10	6.10@6.25	5.30@5.55	5.55@5.85	5.35@5.75
Hvy. wt. (250-290 lbs.) gd.-ch.	5.60@6.00	5.90@6.15	5.10@5.40	5.40@5.65	5.00@5.50
(290-350 lbs.) gd.-ch.	5.40@5.80	5.80@6.00	4.75@5.25	5.25@5.50	4.75@5.25
Pkg. sows (275-500 lbs.) med.-ch.	4.35@5.00	4.60@5.00	4.10@4.50	4.00@4.65	4.00@4.75
Str. pigs (100-150 lbs.) gd.-ch.	6.00@6.10	6.00@6.25	5.50@5.75	5.50@5.75	5.85@6.00
Ar. cost & wt. Thurs. (pigs excl.)	5.93-247 lbs.	6.08-207 lbs.	5.23-252 lbs.	5.08-218 lbs.	

## Slaughter Cattle and Calves:

STEERS (900-1,100 LBS.):					
Choice	7.25@7.75	7.50@8.00	6.75@7.50	6.75@7.75	7.00@7.75
Good	6.50@7.25	6.50@7.50	6.00@7.00	6.00@6.75	6.25@7.00
Medium	6.00@6.50	5.00@6.50	5.25@6.25	5.00@6.00	5.50@6.25
Common	5.00@6.00	4.00@5.00	4.00@5.00	4.00@5.00	4.50@5.50

STEERS (1,100-1,300 LBS.):					
Choice	7.25@7.75	7.25@7.75	6.75@7.50	6.75@7.75	7.00@7.75
Good	6.50@7.25	6.50@7.25	6.00@6.75	6.00@6.75	6.25@7.00
Medium	6.00@6.50	5.00@6.50	5.25@6.25	5.00@6.00	5.50@6.25
Common	5.00@6.00	4.00@5.00	4.00@5.25	4.00@5.00	4.50@5.50

STEERS (1,300-1,500 LBS.):					
Choice	7.00@7.75	7.00@7.50	6.25@7.25	6.50@7.25	6.75@7.50
Good	6.00@7.00	6.25@7.00	5.50@6.50	5.75@6.50	6.00@6.75

HEIFERS (550-850 LBS.):					
Choice	6.75@7.25	7.50@8.50	6.25@7.00	6.50@7.50	6.50@7.50
Good	6.00@6.75	6.50@7.50	5.50@6.50	5.75@6.75	5.75@6.75
Medium	5.25@6.25	6.75@8.50	4.75@5.75	5.00@6.00	5.00@5.75
Common	4.50@5.25	4.00@5.75	4.00@5.00	3.50@5.00	4.25@5.00

COWS:					
Choice	4.50@5.00	4.25@4.75	4.50@5.00	4.50@5.00	4.75@5.50
Good	4.00@4.50	3.75@4.25	4.00@4.50	3.75@4.50	4.25@4.75
Com-med.	3.25@4.00	3.00@3.75	3.25@4.00	3.00@3.75	3.50@4.25
Low cutter and cutter.	2.25@3.25	1.25@3.00	2.50@3.25	2.00@3.00	2.25@3.50

BULLS (YRIS. EX. BEEF):					
Gd.-ch.	3.75@4.50	3.50@4.50	3.25@4.00	3.50@4.00	3.25@4.00
Cut-med.	2.75@3.85	2.50@3.75	2.75@3.50	2.50@3.50	2.75@3.50

VEALERS (MILK-FED):					
Gd.-ch.	7.50@9.00	6.50@8.00	7.00@8.50	6.00@8.00	5.50@8.50
Medium	6.50@7.50	4.50@6.50	6.00@7.00	4.50@6.00	4.50@5.50
Cul.-com.	5.00@6.50	3.50@4.50	3.50@4.50	3.00@4.50	3.50@4.50

CALVES (250-500 LBS.):					
Gd.-ch.	5.50@7.00	5.75@7.75	5.00@6.50	5.00@7.00	5.00@6.00
Com-med.	4.00@5.50	3.50@5.75	3.50@5.00	3.00@5.00	3.50@5.00

Slaughter Sheep and Lambs:					
SPRING LAMBS:					
Gd.-ch.	9.00@10.50	9.00@10.75	8.75@10.25	9.00@10.00	8.50@10.25
Medium	8.00@9.00	7.50@9.00	7.75@8.75	8.00@9.00	7.75@8.50
Common	6.00@8.00	6.00@7.75	6.25@7.75	6.50@8.00	6.00@7.75

LAMBS (90 LBS. DOWN):					
Gd.-ch.	8.00@8.75	6.25@7.50	8.00@8.35	6.25@7.85	7.50@8.25
Medium	6.75@8.00	5.50@6.25	7.75@8.00	5.25@6.25	6.50@7.50
(All weights)—Med.-ch.	6.50@8.00	5.25@7.25	7.00@8.25	5.25@7.40	6.25@8.25
(All weights)—Common	5.00@6.75	4.50@5.25	5.00@7.25	4.25@5.25	5.00@6.50

YEARLING WETHERS:					
(90-110 lbs.)—Med.-ch.	4.50@7.00	4.50@6.50	4.50@7.75	4.75@6.25	4.25@6.50

EWES (90-120 LBS.):					
Med.-ch.	2.00@3.00	2.00@2.75	2.00@2.75	2.00@3.00	2.00@3.00
(120-150 lbs.)—Med.-ch.	1.75@2.75	1.75@2.50	1.75@2.50	2.00@2.85	1.75@2.75
(All weights)—Cul.-com.	1.00@2.00	1.00@2.00	1.00@2.00	1.00@2.00	1.00@2.00

Spring lambs excepted, all sheep quotation on shorn basis.					
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## THE WEEK IN HOG FUTURES.

Transactions in the hog future market are reported by the Chicago Livestock Exchange for the week ended May 29, 1931, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended May 29, 1931.	Since March 1, 1930.
Pounds sold	66,000	21,217,000
Hogs sold	310	82,420
Contracts sold	4	1,285
Hogs delivered	4	17,808
Pounds delivered	4,044,210	
Av. wt. hogs delivered	191	

Active quotations on future contracts for the week ended May 22, 1931:

	*Light. Medium. Heavy. Un-even.
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SATURDAY, MAY 23, 1931.

No transactions.

MONDAY, MAY 25, 1931.

No transactions.

TUESDAY, MAY 26, 1931.

Sept. .... \$ 7.10

WEDNESDAY, MAY 27, 1931.

No transactions.

THURSDAY, MAY 28, 1931.

Sept. .... \$ 6.90

FRIDAY, MAY 29, 1931.

No transactions.

\*Light hogs—not less than 170 lbs. nor more than 210 lbs. Medium hogs—not less than 210 lbs. nor more than 260 lbs. Heavy hogs—not less than 260 lbs. nor more than 310 lbs. Un-even weight hogs—averaging not less than 200 lbs. nor more than 250 lbs. excludes hogs weighing under 160 lbs. or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended May 21, 1931, with comparisons, are reported by the Dominion Live Stock Branch:

## BUTCHER STEERS.

	Week ended May 21.	Prev. week.	Same week, 1930.
Toronto .....	\$ 6.85	\$ 7.00	\$11.00
Montreal .....	6.35	6.50	11.00
Winnipeg .....	5.75	6.00	11.25
Calgary .....	5.50	5.50	11.00
Edmonton .....	5.25	5.25	10.75
Prince Albert .....	4.75	5.50	9.50
Moose Jaw .....	5.75	6.00	10.50
Saskatoon .....	4.75	5.40	10.25

## VEAL CALVES.

	Week ended May 21, 1931.	Prev. week.	Same week, 1930.
Toronto	\$ 8.50	\$ 8.50	\$14.00
Montreal	8.50	7.00	9.50
Winnipeg	8.50	8.50	14.00
Calgary	8.50	8.50	12.00
Edmonton	8.00	8.00	12.00
Prince Albert	8.00	8.00	9.00
Moose Jaw	8.00	7.50	12.00
Saskatoon	6.00	6.00	11.00

## SELECT BACON HOGS.

	Week ended May 21, 1931.	Prev. week.	Same week, 1930.
Toronto	\$ 8.85	\$ 9.00	\$12.75
Montreal	9.50	9.50	13.50
Winnipeg	8.00	7.85	11.75
Calgary	7.50	8.00	11.85
Edmonton	7.50	7.75	11.50
Prince Albert	7.50	7.50	11.70
Moose Jaw	7.85	7.70	11.05
Saskatoon	7.70	7.45	10.95

## GOOD LAMBS.

	Week ended May 21, 1931.	Prev. week.	Same week, 1930.
Toronto	\$16.00	\$16.00	\$15.00
Montreal	14.00	7.00	10.00
Winnipeg	10.00	8.50	12.00
Calgary	8.00	8.50	9.00
Edmonton	9.00	8.00	10.50
Prince Albert	6.50	7.00	8.00
Saskatoon	7.00	7.00	8.00

## NEW OGDEN EXCHANGE OPEN.

Opening of the new exchange building at the Ogden, Utah, stock yards was celebrated by the officers and directors and their guests at a banquet held at the coliseum, Saturday evening, May 23.

## RECEIPTS AT CENTERS

SATURDAY, MAY 23, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	800	7,000	6,000
Kansas City	200	2,500	1,000
Omaha	100	3,000	800
St. Louis	250	2,500	50
St. Joseph	400	2,000	1,000
Sioux City	100	1,500	2,700
St. Paul	150	700	50
Oklahoma City	200	3,000	2,000
Fort Worth	500	300	3,700
Milwaukee	100	100	200
Denver	300	200	2,100
Louisville	100	300	100
Wichita	100	1,000	100
Indianapolis	100	2,000	100
Pittsburgh	500	300	300
Cincinnati	100	400	300
Buffalo	100	1,200	700
Cleveland	100	200	200
Nashville	200	500	100

MONDAY, MAY 25, 1931.

Chicago	18,000	37,000	10,000
Kansas City	10,000	10,000	8,000
Omaha	10,000	12,000	10,000
St. Louis	3,000	13,000	5,000
St. Joseph	3,500	6,000	7,700
Sioux City	3,000	6,000	4,000
St. Paul	3,500	8,000	1,800
Oklahoma City	800	1,200	900
Fort Worth	3,000	2,200	26,000
Milwaukee	400	2,000	200
Denver	2,300	2,600	600
Louisville	300	500	400
Wichita	1,000	2,000	300
Indianapolis	400	6,000	500
Pittsburgh	1,400	3,800	1,400
Cincinnati	900	3,000	600
Buffalo	1,400	6,000	1,900
Cleveland	700	3,200	1,500
Nashville	400	700	300

TUESDAY, MAY 26, 1931.

Chicago	5,000	18,000	11,000
Kansas City	5,500	6,000	6,000
Omaha	7,500	14,000	7,500
St. Louis	3,800	16,000	5,500
St. Joseph	1,400	5,500	7,300
Sioux City	3,000	10,000	2,000
St. Paul	2,800	6,500	700
Oklahoma City	800	1,100	400
Fort Worth	2,300	1,000	8,500
Milwaukee	800	2,500	100
Denver	800	2,100	3,300
Louisville	200	300	400
Wichita	600	1,200	400
Indianapolis	1,100	8,000	700
Pittsburgh	300	500	300
Cincinnati	300	2,500	1,400
Buffalo	100	900	500
Cleveland	300	1,000	600
Nashville	200	300	200

WEDNESDAY, MAY 27, 1931.

Chicago	9,000	18,000	12,000
Kansas City	4,500	6,000	12,000
Omaha	7,000	15,000	10,000
St. Louis	5,000	12,000	2,500
St. Joseph	1,700	7,500	6,500
Sioux City	3,000	8,000	3,000
St. Paul	2,800	10,000	700
Oklahoma City	500	800	400
Fort Worth	2,800	1,500	15,000
Milwaukee	800	1,500	200
Denver	800	1,300	3,000
Louisville	100	500	200
Wichita	400	1,000	700
Indianapolis	700	7,000	1,600
Pittsburgh	100	1,200	500
Cincinnati	300	2,300	1,300
Buffalo	200	1,400	100
Cleveland	200	1,400	600
Nashville	200	400	500

THURSDAY, MAY 28, 1931.

Chicago	3,000	26,000	12,000
Kansas City	1,500	4,000	11,000
Omaha	2,500	11,000	13,000
St. Louis	2,200	8,000	8,000
St. Joseph	800	4,500	3,500
Sioux City	2,000	7,000	1,000
St. Paul	2,400	6,500	500
Oklahoma City	400	800	900
Fort Worth	1,700	500	7,500
Milwaukee	400	1,200	100
Denver	1,600	1,700	200
Louisville	100	500	100
Wichita	800	2,500	800
Indianapolis	400	5,000	700
Pittsburgh	100	1,000	300
Cincinnati	400	2,600	2,000
Buffalo	300	1,500	300
Cleveland	400	1,500	500
Nashville	300	400	100

FRIDAY, MAY 29, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	18,000	10,000
Kansas City	500	2,500	7,000
Omaha	2,500	8,500	700
St. Louis	800	8,500	2,000
St. Joseph	100	2,000	5,500
Sioux City	1,000	6,000	1,500
St. Paul	1,800	7,000	3,000
Oklahoma City	200	1,000	400
Fort Worth	500	300	12,000
Milwaukee	200	700	100
Denver	1,900	300	3,600
Wichita	500	1,700	200

Indianapolis	200	3,000	400
Pittsburgh	300	2,500	500
Cincinnati	300	2,400	1,300
Buffalo	200	1,800	400
Cleveland	100	700	300

## APRIL MEAT AND FAT EXPORTS.

Exports of meats and fats during April, 1931, and for four months ended April, are given by the U. S. Department of Commerce:

	APRIL, 1931.	1931.	1930.
Total meats and meat products, lbs.	21,231,050	33,884,065	33,884,065
Value	\$ 3,223,277	\$ 6,040,831	\$ 6,040,831
Total animal oils and fats, lbs.	51,872,470	56,247,671	56,247,671
Value	\$ 4,913,743	\$ 6,455,065	\$ 6,455,065
Beef and veal, fresh, lbs.	149,000	251,717	251,717
Value	\$ 36,240	\$ 59,079	\$ 59,079
Beef, pickled, etc., lbs.	700,107	976,830	976,830
Value	\$ 54,816	\$ 104,680	\$ 104,680
Pork, fresh, lbs.	366,826	1,435,309	1,435,309
Value	\$ 52,696	\$ 235,165	\$ 235,165
Wiltshire, sides, lbs.	132,652	362,723	362,723
Value	\$ 10,981	\$ 70,061	\$ 70,061
Cumbrland, sides, lbs.	17,432	77,363	77,363
Hams and shoulders, lbs.	8,085,935	12,415,752	12,415,752
Value	\$ 1,242,694	\$ 2,467,646	\$ 2,467,646
Bacon, lbs.	2,916,884	8,056,325	8,056,325
Value	\$ 1,232,653	\$ 2,124,023	\$ 2,124,023
Pickled pork, lbs.	1,122,652	2,684,517	2,684,517
Value	\$ 118,212	\$ 356,267	\$ 356,267
Oil, lbs.	4,800,097	3,749,061	3,749,061
Value	\$ 345,636	\$ 416,845	\$ 416,845
Lard, lbs.	44,769,449	50,045,065	50,045,065
Value	\$ 4,579,888	\$ 5,759,888	\$ 5,759,888
Neutral lard, lbs.	835,716	1,155,554	1,155,554
Value	\$ 86,867	\$ 142,943	\$ 142,943
Lard compounds, animal fats, lbs.	165,426	230,160	230,160
Value	\$ 18,914	\$ 27,071	\$ 27,071
Margarine of animal vegetable fats, lbs.	45,602	85,933	85,933
Value	\$ 6,113	\$ 11,887	\$ 11,887
Cottonseed oil, crude, lbs.	1,224,959	2,780,310	2,780,310
Value	\$ 87,655	\$ 211,323	\$ 211,323
Cottonseed oil refined, lbs.	728,889	686,427	686,427
Value	\$ 76,835	\$ 68,349	\$ 68,349
Lard compounds, vegetable fat, lbs.	466,272	538,516	538,516
Value	\$ 50,714	\$ 75,791	\$ 75,791

FOUR MONTHS ENDED APRIL, 1931.

	1931.	1930.
Total meats and meat products, lbs.	90,054,534	151,450,881
Value	\$14,018,820	\$26,659,324
Total animal oils and fats, lbs.	268,076,882	286,040,113
Value	\$25,808,883	\$32,753,391
Beef and veal, fresh, lbs.	877,778	995,537
Value	\$ 208,833	\$ 240,961
Beef, pickled, etc., lbs.	2,883,367	3,304,986
Value	\$ 263,225	\$ 374,061
Pork, fresh, lbs.	3,671,971	8,533,265
Value	\$ 570,270	\$ 1,493,666
Wiltshire, sides, lbs.	108	1,522,233
Value	\$ 59	\$ 288,894
Cumbrland, sides, lbs.	602,743	1,784,337
Value	\$ 83,787	\$ 330,942
Hams and shoulders, lbs.	27,748,496	41,902,467
Value	\$ 4,596,092	\$ 8,243,200
Bacon, lbs.	16,906,402	46,605,762
Value	\$ 2,533,973	\$ 7,061,097
Pickled pork, lbs.	5,913,506	10,937,731
Value	\$ 696,577	\$ 1,527,924
Oil, lbs.	17,587,584	18,429,381
Value	\$ 1,291,009	\$ 2,113,401
Lard, lbs.	240,806,321	255,823,031
Value	\$23,622,367	\$29,513,959
Neutral lard, lbs.	8,603,238	11,768,875
Value	\$ 372,524	\$ 699,916
Lard compounds, animal fats, lbs.	522,039	908,178
Value	\$ 59,441	\$ 108,371
Margarine of animal or vegetable fats, lbs.	211,804	274,345
Value	\$ 32,116	\$ 41,701
Cottonseed oil, crude, lbs.	6,460,139	14,031,753
Value	\$ 429,500	\$ 1,067,784
Cottonseed oil refined, lbs.	6,427,960	1,068,871
Value	\$ 663,076	\$ 215,566
Lard compounds, vegetable fat, lbs.	1,942,524	2,060,127
Value	\$ 236,876	\$ 277,186

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended May 23, 1931, were 4,436,000 lbs.; previous week, 4,520,000 lbs.; same week last year, 3,432,000 lbs.; from January 1 to May 23 this year, 76,612,000 lbs.; same period a year ago, 86,540,000 lbs.

Shipments of hides from Chicago for the week ended May 23, 1931, were 2,007,000 lbs.; previous week, 2,264,000 lbs.; same week last year, 2,495,000 lbs.; from January 1 to May 23 this year, 57,241,000 lbs.; same period a year ago, 74,113,000 lbs.

## MARCH HIDE STOCKS DROP.

Shoe manufacturers' leather stocks on March 31, 1931, showed a further drop of 4 per cent below the previous month and 11.6 per cent below March, 1930. Tanners' stocks of finished leather also showed a decline from February but were 16.8 per cent over March, 1930, according to the New York Hide Exchange.

Finished stocks of leathers made from cattle hides in all hands were lower, aggregating 7,602,000 hides on March 31, against 7,777,000 at the end of February, but were above March 31, 1930, when stocks amounted to 7,034,000 hides.

Production of hides from cattle slaughtered under federal inspection in April totaled 689,788 hides, making the first quarter 1931 output 2,535,567 hides, or 4 per cent over the same period in 1930. Stocks of raw cattle hides at the end of March were slightly lower than for the previous month. Total stocks of hides in all hands at the end of March were 4,058,000 hides, against 4,097,000 at the end of February, the decline being primarily in the holdings of packers.

While hides in process of tanning increased in February, the total for the first quarter amounted to only 3,695,000 hides, or 23.9 per cent below the corresponding period in 1930. Cattle hide leather consumption increased in March, but for the first quarter was 6 per cent under the same time last year.

Total stocks of all cattle hides and cattle hide leather on March 31, 1931, were equivalent to 15,932,000 hides, or approximately the same as on March 31, 1930. At the average rate of consumption during the first quarter of this year, these stocks were equivalent to 11.5 months' supply, against 10.3 months' supply a year ago.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended May 23, 1931:

Week ended	New York.	Boston.	Philadelphia.
May 23, 1931	13,027		
May 16, 1931	7,854		
May 9, 1931	10,063	7,265	12,250
May 2, 1931	10,621		14,800
To date, 1931	295,808	27,627	144,940
May 24, 1930	63,380	68,289	13,821
May 17, 1930	49,230	15,636	4,000
To date, 1930	847,510	415,640	304,300

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended May 23, 1931, with comparisons:

West. drsd. meats:	Week ended May 23.	Prev. week.	Cr. wt. 1931.
Steers, carcasses	2,872	2,705	3,600
Cows, carcasses	1,643	1,728	1,315
Bulls, carcasses	67	62	50
Veals, carcasses	1,267	1,401	1,250
Lambs, carcasses	19,942	20,561	20,561
Mutton, carcasses	1,112	1,680	60
Pork, lbs.	455,140	688,146	479,701

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 21, 1931, show exports from that country were as follows: To England, 86,559 quarters; to the Continent, 16,853 quarters.

Exports of the previous week were as follows: To England, 131,677 quarters; to the Continent, 13,200 quarters.



# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Market fairly active this week and irregularly higher. Around 35,000 to possibly 40,000 hides were sold during the first half of this week, in a scattered trade. Business tapered off later, due in part to the holiday at the end of the week, but principally to the fact that killers' stocks are fairly well sold up and offerings withdrawn in some directions. The market appears firm at these levels and undoubtedly higher prices will be attempted when June hides are ready to move; in fact, the late May hides are very desirable goods, due to the fact that they still carry grubbing privileges and thus average down a bit to buyers.

Heavy native steers led the advance and appear firm at  $\frac{3}{4}$ c over last week's price; butt branded and Colorado steers moved in a small way at a half-cent over last week, but are quoted nominally  $\frac{3}{4}$ c higher, on a parity with native steers. Light native cows continue to sell in a two-sided market, with business to consumers at a half-cent over last week for regular points, while sales for delivery against Exchange contracts were made at a half-cent over tanner's market for Mays, and  $\frac{1}{4}$ c over for Junes.

Spreddy native steers quoted nominally  $\frac{10}{10}\frac{1}{2}$ c. About 9,500 May native steers moved early at  $\frac{8}{8}\frac{1}{2}$ c, also 2,400 St. Pauls at  $\frac{8}{8}\frac{1}{2}$ c; this was followed by 1,400 regular points at  $\frac{8}{8}\frac{1}{2}$ c, and 1,000 St. Pauls at 9c for Mays and  $\frac{8}{8}\frac{1}{2}$ c for Aprils; an Iowa packer moved 3,000 Mays at 9c, and market quotable on this basis, with offerings later withdrawn. Extreme native steers quotable  $\frac{8}{8}\frac{1}{2}$ c nom., with last trading at 8c.

Butt branded steers moved in a small way at  $\frac{8}{8}\frac{1}{2}$ c for 1,000 Mays; market quotable  $\frac{8}{8}\frac{1}{2}$ c@9c. Colorados were sold by couple packers at  $\frac{8}{8}\frac{1}{2}$ c for 3,100 Mays; market quotable  $\frac{8}{8}\frac{1}{2}$ c@ $\frac{8}{8}\frac{1}{2}$ c, nom. Heavy Texas steers quoted  $\frac{8}{8}\frac{1}{2}$ c@9c, nom.; light Texas steers  $\frac{8}{8}\frac{1}{2}$ c@ $\frac{8}{8}\frac{1}{2}$ c; nom.; extreme light Texas steers quoted  $\frac{7}{7}\frac{1}{2}$ c.

Heavy native cows quoted  $\frac{7}{7}\frac{1}{2}$ c, nom., for Mays, with last sales at  $\frac{7}{7}\frac{1}{2}$ c. About 5,000 May light native cows moved early direct to tanners at  $\frac{8}{8}\frac{1}{2}$ c; later, three packers sold 7,000 Mays for Exchange purposes at 9c; local small packer association moved 4,000 Junes at  $\frac{9}{9}\frac{1}{2}$ c for Exchange purposes, and this was followed by 3,000 June big packer light cows at  $\frac{9}{9}\frac{1}{2}$ c, also Exchange business. One packer moved 2,000 April-May branded cows at  $\frac{7}{7}\frac{1}{2}$ c, and 1,000 sold later at  $\frac{7}{7}\frac{1}{2}$ c for Mays.

Native bulls  $\frac{5}{5}\frac{1}{2}$ c@6c, nom., inside price last paid and top asked; branded cows  $\frac{4}{4}\frac{1}{2}$ c@5c, nom., last trading at inside figure.

There was a moderate trade in South American market, with last sales of frigorifico steers at \$30.00, equal to  $\frac{10}{10}\frac{1}{2}$ c, c.i.f. New York, about steady with previous week's close.

**SMALL PACKER HIDES**—Local small packers are sold up to end of May, and buyers' ideas on June all-weights  $\frac{8}{8}\frac{1}{2}$ c for natives; sellers talk 9c in a nominal way, but no offerings as yet. Local small packer association sold four cars June light native cows at  $\frac{9}{9}\frac{1}{2}$ c, for Exchange purposes; about 1,200 regular April-May slunks sold at  $\frac{7}{7}\frac{1}{2}$ c, and 600 hairless at 20c.

In Pacific Coast market, about 35,000 May hides moved at 7c for steers and  $\frac{6}{6}\frac{1}{2}$ c for cows, flat, f.o.b. shipping points,  $\frac{1}{2}$ c over previous sales.

**COUNTRY HIDES**—Market steady to firm for good quality hides, with offerings from interior points light. Good all-weights usually held at  $\frac{6}{6}\frac{1}{2}$ c, selected, delivered, with buyers' ideas  $\frac{6}{6}\frac{1}{2}$ c. Heavy steers and cows last sold at  $\frac{5}{5}\frac{1}{2}$ c, and up to 6c asked. Some recent trading in buff weights at  $\frac{6}{6}\frac{1}{2}$ c, with top closer to market; generally asking  $\frac{6}{6}\frac{1}{2}$ c. Extremes quoted  $\frac{7}{7}\frac{1}{2}$ c@8c, with 8c paid for good free of grub hides. Bulls around 4c, selected, nom. All-weight branded  $\frac{5}{5}\frac{1}{2}$ c, flat, asked, less Chicago freight.

**CALFSKINS**—One packer booked a line of calf this week, details withheld. The market is generally quoted in a nominal way  $\frac{15}{15}\frac{1}{2}$ @ $\frac{16}{16}$ c, according to weight and points.

Couple cars Chicago city 8/10 lb. calfskins moved late last week at  $\frac{10}{10}\frac{1}{2}$ c, and couple cars 10/15 lb. moved early this week at  $\frac{14}{14}\frac{1}{2}$ c; straight 8/15 lb. generally quoted around  $\frac{12}{12}\frac{1}{2}$ c, but one car of good skins brought 13c. Outside city calf  $\frac{12}{12}\frac{1}{2}$ c, nom. Mixed city and country lots around 11c, nom.; straight countries  $\frac{9}{9}\frac{1}{2}$ c. Car Chicago city light calf sold previous week at  $\frac{8}{8}\frac{1}{2}$ c.

**KIPSKINS**—Couple packers sold about 13,000 May native kipskins at  $\frac{12}{12}\frac{1}{2}$ c for northens; three packers sold May over-weights at 11c; one packer moved May branded at 9c, all steady.

Last sale of Chicago city kipskins was a part-car at 11c; some quoting  $\frac{11}{11}\frac{1}{2}$ c, nom. Outside cities around 11c. Mixed city and country kips  $\frac{9}{9}\frac{1}{2}$ c; straight countries about 8c.

Packer regular slunks last sold at 80c; hairless about 25c, nom.

**HORSEHIDES**—Market slow, with choice city renderers quoted  $\frac{3}{3}\frac{1}{2}$ c@3.50; mixed city and country northern lots  $\frac{2}{2}\frac{1}{2}$ c@2.50, with straight countries  $\frac{2}{2}$ c@2.00 top.

**SHEEPSKINS**—Dry pelts weak at 9c last paid for 1 $\frac{1}{2}$  in. and up wool,  $\frac{3}{3}\frac{1}{2}$ @ $\frac{1}{1}\frac{1}{2}$  in. wools at 5c; some quoting 8c top. Early sales of big packer shearlings made at  $\frac{4}{4}\frac{1}{2}$ c for No. 1's, 25c for No. 2's and 15c for clips; some sold later at  $\frac{4}{4}\frac{1}{2}$ c@ $\frac{4}{4}$ c for No. 1's,  $\frac{2}{2}\frac{1}{2}$ c for No. 2's and 15c for clips. One car small packer shearlings, running only 95 sq. ft. per doz., sold at 15c. Winter pickled skins about cleaned up, with last trading at \$2.00 at Chicago and in the East. Last sales of California pickled spring lambs were at \$3.00@ $\frac{3}{3}\frac{1}{2}$ c at Chicago. About 4,000 spring lamb pelts sold at  $\frac{3}{3}\frac{1}{2}$ c, steady.

**HIDE TRIMMINGS**—Old style sinews, pizzles and cured trimmings quoted around \$24.00 per ton. Last sales of new style at \$20.00, and \$22.00 per ton reported available now.

## New York.

**PACKER HIDES**—All packers moved May hides previous week, as reported at that time, at  $\frac{8}{8}\frac{1}{2}$ c for native steers and butt brands at  $\frac{7}{7}\frac{1}{2}$ c for Colorados. Market stronger in a nominal way and quoted on basis of Chicago prices.

**CALFSKINS**—Calfskin market a slight shade easier. Car 5/7's sold at \$1.05 for cities; car 7/9's moved at \$1.50 for cities; car 9/12's sold at \$2.50 for

cities, all 5c down from previous week. Veal kips, 12/17 lb., quoted \$2.50@ $\frac{2}{2}\frac{1}{2}$ c; 17 lb. up about \$3.40.

## New York Hide Exchange Futures.

Saturday, May 23, 1931—Close: June 9.45n; July 9.75n; Aug. 10.00n; Sept. 10.30@10.35; Oct. 10.70n; Nov. 11.20n; Dec. 11.70 sale; Jan. 12.05n; Feb. 12.45n; Mar. 12.80@12.85; Apr. 12.95n. Sales 22 lots.

Monday, May 25, 1931—Close: June 9.00n; July 9.30n; Aug. 9.70n; Sept. 10.10@10.20; Oct. 10.60n; Nov. 11.10n; Dec. 11.60 sale; Jan. 11.95n; Feb. 12.35n; Mar. 12.70@12.80; Apr. 12.85n. Sales 25 lots.

Tuesday, May 26, 1931—Close: June 9.00n; July 9.30n; Aug. 9.65n; Sept. 10.02@10.10; Oct. 10.55n; Nov. 11.05n; Dec. 11.55n; Jan. 11.90n; Feb. 12.30n; Mar. 12.70 sale; Apr. 12.85n. Sales 81 lots.

Wednesday, May 27, 1931—Close: June 9.20n; July 9.50n; Aug. 9.85n; Sept. 10.21@10.25; Oct. 10.75n; Nov. 11.25n; Dec. 11.75 sale; Jan. 12.10n; Feb. 12.50n; Mar. 12.90 sale; Apr. 13.05n. Sales 82 lots.

Thursday, May 28, 1931—Close: June 9.15n; July 9.45n; Aug. 9.80n; Sept. 10.15@10.20; Oct. 10.70n; Nov. 11.20n; Dec. 11.70 sale; Jan. 12.05n; Feb. 12.45n; Mar. 12.85n; Apr. 13.00n. Sales 17 lots.

Friday, May 29, 1931—Close: June 9.10n; July 9.40n; Aug. 9.75n; Sept. 10.10@10.15; Oct. 10.65n; Nov. 11.15n; Dec. 11.65@11.70; Jan. 12.00n; Feb. 12.40n; Mar. 12.80@12.90; Apr. 12.95n. Sales 17 lots.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended May 29, 1931, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended May 29.	Prev. week.	Cor. week, 1930.
Spr. nat. strs. .... 10	@10 $\frac{1}{2}$ n	$\frac{9}{9}\frac{1}{2}$ @10n	16 @16 $\frac{1}{2}$ n
Hvy. nat. strs. .... 9	@ 9	@ 8 $\frac{1}{2}$	@15
Hvy. Tex. strs. .... 8 $\frac{1}{2}$ @9	@ 9	@ 8 $\frac{1}{2}$	14 $\frac{1}{2}$ @15
Hvy. butt brand'd strs. .... 8 $\frac{1}{2}$ @9	@ 9	@ 8 $\frac{1}{2}$	14 $\frac{1}{2}$ @15
Hvy. Col. strs. .... 8 $\frac{1}{2}$ @8 $\frac{1}{2}$	@ 8 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	14 @14 $\frac{1}{2}$
Ex-light Tex. strs. .... 7 $\frac{1}{2}$ @7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	12 $\frac{1}{2}$ @13
Brnd'd cows. .... 7 $\frac{1}{2}$ @7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	12 $\frac{1}{2}$ @13
Hvy. nat. cows .... 7 $\frac{1}{2}$ @7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	12 $\frac{1}{2}$ @13
Li. nat. cows 8 $\frac{1}{2}$ @9	8 @8 $\frac{1}{2}$	8 @8 $\frac{1}{2}$	13 @13 $\frac{1}{2}$
Nat. bulls .... 5 $\frac{1}{2}$ @5 $\frac{1}{2}$	@ 5 $\frac{1}{2}$	@ 5 $\frac{1}{2}$	9 @9 $\frac{1}{2}$ n
Brnd'd bulls. 4 $\frac{1}{2}$ @5n	@ 5n	@ 5n	8 @8 $\frac{1}{2}$ n
Calfskins .... 15 $\frac{1}{2}$ @15 $\frac{1}{2}$	15 $\frac{1}{2}$ @15 $\frac{1}{2}$	15 $\frac{1}{2}$ @15 $\frac{1}{2}$	21 @21 $\frac{1}{2}$
Kips, nat. .... 12 $\frac{1}{2}$ @12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@19
Kips, ov-wt. .... 11 @11	@11	@11	@17
Kips, brnd'd. .... 9 @9	@ 9	@ 9	@15 $\frac{1}{2}$ n
Slunks, reg. .... 80 @80	@80	@80	1.25@1.35
Slunks, hris. .... 25n @25	@25n	@25	@27 $\frac{1}{2}$

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts. 8 $\frac{1}{2}$ @9n	@ 8 $\frac{1}{2}$	@ 8 $\frac{1}{2}$	@13n
Branded .... 7 $\frac{1}{2}$ @8n	@ 7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	@12 $\frac{1}{2}$ n
Nat. bulls .... 5 $\frac{1}{2}$ @5n	@ 5 $\frac{1}{2}$	@ 5 $\frac{1}{2}$	@ 8 $\frac{1}{2}$ n
Brnd'd bulls. .... 5n @5n	@ 5n	@ 5n	@ 7 $\frac{1}{2}$ n
Calfskins .... 12 $\frac{1}{2}$ @13	12 $\frac{1}{2}$ @13	12 $\frac{1}{2}$ @13	18 $\frac{1}{2}$ @19n
Kips .... 11 @11 $\frac{1}{2}$	11 @11 $\frac{1}{2}$	11 @11 $\frac{1}{2}$	@17 $\frac{1}{2}$ n
Slunks, reg. .... 72 $\frac{1}{2}$ @72 $\frac{1}{2}$	@72 $\frac{1}{2}$	@72 $\frac{1}{2}$	@1.15
Slunks, hris. .... 20 @20	@20	@20	@25

COUNTRY HIDES.			
Hvy. steers. .... 5 $\frac{1}{2}$ @6	5 $\frac{1}{2}$ @6	@ 5 $\frac{1}{2}$	@9 $\frac{1}{2}$ ax
Hvy. cows .... 5 $\frac{1}{2}$ @6	5 $\frac{1}{2}$ @6	@ 5 $\frac{1}{2}$	@9 $\frac{1}{2}$ ax
Butts .... 6 @6	6 @6	@ 6	@10 $\frac{1}{2}$
Extremes .... 7 $\frac{1}{2}$ @8	7 $\frac{1}{2}$ @8	@ 7 $\frac{1}{2}$	12 @12 $\frac{1}{2}$
Bulls .... 4 @4	@ 4	@ 4	@ 8
Calfskins .... 9 @9 $\frac{1}{2}$	9 @9 $\frac{1}{2}$	@ 9 $\frac{1}{2}$	14 $\frac{1}{2}$ @15n
Kips .... 8 @8 $\frac{1}{2}$	8 @8 $\frac{1}{2}$	@ 8 $\frac{1}{2}$	@14n
Light calf .... 40 @50	50 @50	1.00@1.10	@1.10
Deacons .... 40 @50	50 @50	1.00@1.10	@1.10
Slunks, reg. 25 @35	25 @35	50 @60	@60
Slunks, hris. 5 @10n	5 @10n	5 @10n	@10n
Horsehides .... 2.00@3.25	2.00@3.50	3.25@4.50	

SHEEPSKINS.			
Pkr. lambs. ....	1.30@1.40n		
Sm. pkr. ....	1.20@1.35n		
Pkr. shearings 42 $\frac{1}{2}$ @45	45 @47 $\frac{1}{2}$	30 @50	
Dry pelts .... 8 $\frac{1}{2}$ @9	@ 9	9 @11 $\frac{1}{2}$	





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EXCLUSIVE PACKERS REPRESENTATIVES  
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## TRADE NOTES

The usual seasonable upturn in demand for Sausage may be expected from Decoration Day on. Best grades of Pork and Beef Sausage Meats, both fresh and frozen are now available, at lowest prices that have been quoted for a number of years.

We specialize in these commodities. Telegraph us or write us your inquiries on less than carloads or carloads.

# Chicago Section

M. J. Salzman, of M. J. Salzman Co., Inc., casings dealers, was out of the city this week on a business trip.

Clarence H. Keehn, executive of Kingan & Co., Indianapolis, was in Chicago this week.

H. P. Doyle, in charge of provision sales, Kingan & Co., Indianapolis, Ind., was a business visitor in the city this week.

H. W. Davis, of John Morrell & Co., Ottumwa, Ia., and J. T. Madden, of Cudahy Bros. Co., Cudahy, Wis., were Chicago visitors during the week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 17,114 cattle, 7,977 calves, 82,378 hogs, and 41,440 sheep.

Jay E. Decker, president of Jacob E. Decker & Sons Co., Mason City, Ia., was in Chicago this week attending a meeting of the central administrative committee of the Institute of American Meat Packers.

William H. Raschke, well-known in Chicago brokerage circles, has resigned as manager of the Nuckolls Packing Co., Pueblo, Colo., to engage in the brokerage business. He will make his headquarters in Pueblo.

W. F. Gohlke, president of the Walker Properties Association, well-known meat specialty manufacturing concern of Austin, Tex., was in Chicago last week and visited the offices of THE NATIONAL PROVISIONER.

Provision shipments from Chicago for the week ended May 23, 1931, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
	1930.	1930.	1930.
Cured meats, lbs.	10,920,000	14,679,000	14,786,000
Fresh meats, lbs.	47,332,000	50,326,000	47,816,000
Lard, lbs.	5,620,000	5,513,000	5,929,000

J. L. Sherman, formerly with the Mechanical Manufacturing Co., is now special sales representative of the Specialty Manufacturers' Sales Co., Chicago, for the Eastern territory. Mr. Sherman's headquarters are at the home office, 2021 Grace st., Chicago.

Among out-of-town sausage leaders who attended the entertainment and mass meeting opening the Chicago Sausage Advertising Campaign at the Palmer House on the evening of May 26 were Walter Frank, president of Frank & Co., Milwaukee, Wis., and O. J. Stelling, of Loschke and Stelling, Kansas City, Kan.

A resolution was adopted this week by the Chicago city council instructing its health committee to investigate and report "whether the prices paid for meat and meat food products reflect the decline in the price received by the producer and the packer." The same instructions were given on bread, milk and other dairy products.

Watch Wanted page for bargains.

## Baiting Chain Stores

### ILL. PROPOSES CHAIN TAX.

A bill imposing a license tax on chain stores, modeled after the Indiana law, has recently been introduced in the Illinois legislature.

### INDIANA TAX HELD UP.

Collection of the Indiana state tax on chain stores recently held constitutional by the Supreme Court of the United States has been halted by the state board of tax commissions. The plans were stopped when the commissioners were notified that the plaintiff in the case will petition the court for a rehearing. Until the case is finally adjudicated no steps will be taken toward arranging for the collection of the tax.

### PLAN GRADUATED STORE TAX.

Substitution of a graduated rate for the present tax of \$50 on each chain store in North Carolina is provided in a bill recently introduced in the state legislature. The proposed rates are: one store, \$5; two to five stores, \$20 each; six to ten stores, \$40 each; eleven to twenty stores, \$60 each; twenty-one to thirty stores, \$80 each; thirty-one stores or more, \$100 each. The constitutionality of the present law imposing a tax of \$50 on each store is now before the Supreme Court of the United States, in a case brought by the Great Atlantic & Pacific Tea Co.

### FOR WASHINGTON CHAIN TAX.

Imposition of a graduated tax on chain stores located in the District of Columbia will be provided in a bill which Representative Emanuel Celler of New York has announced he will introduce at the coming session of congress. Mr. Celler, who in private life is attorney for New York retail meat dealers, points out that there are today some 7,839 chain store companies operating over 198,000 units, doing a business in excess of \$15,000,000,000 annually. During the past 15 years chains have increased their volume of business 1500 per cent, he said, "and unless some drastic changes take place by 1940 more than half of retail distribution will be in the hands of the chains."

### CHAIN STORE SALES.

April volume of business of the Great Atlantic & Pacific Tea Co. was 13.84 per cent greater than that of April, 1930, but owing to lower selling prices the dollar volume was 1.13 per cent less. Sales amounted to 454,479 tons, an increase of 55,268 tons over last April. Sales values totaled \$85,160,278 compared with \$86,137,293 in April, 1930, a decrease of \$977,016.

Sales of Safeway Stores during April totaled \$17,951,805 compared with \$18,325,007 in the previous April. During the first four months of the year sales totaled \$68,657,711 against \$72,829,430 a year earlier.

MacMarr Stores April sales amounted to \$6,586,666 compared with \$7,109,222 in April, 1930. Sales for the four months ended with April totaled \$25,503,388, approximately \$3,200,000 less than in the similar period of 1930.

Sales of the H. C. Bohack Co. for the five weeks period ended May 2 showed an increase of nearly \$400,000 over those of the same period a year earlier, and totaled \$3,442,194. For the 13 weeks to May 2, the 1931 sales totaled \$8,881,620 compared with \$7,728,944 in the 1930 period.

Daniel Reeves, Inc., report April sales approximately \$300,000 smaller than those of a year ago, amounting to \$3,310,826 and for the four months period ended with April \$12,034,372, approximately \$900,000 less than in the same period of 1930.

Grand Union Tea Co. reports sales for the four weeks ended May 2 totaling \$2,680,247 compared with \$2,850,636 in the same period a year ago.

### PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on May 27, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing prices on May 20, 1931, or nearest previous date:

	Sales, Week ended	High.	Low.	Close, May 27.	May 20.
	May 27.	May 27.	May 27.	May 27.	May 20.
Amal. Leather.	.....	.....	.....	.....	2
Do. Pfd.	.....	.....	.....	.....	20
Amer. H. & L.	300	3 1/4	3 1/4	3 1/4	5
Do. Pfd.	200	16 1/4	16 1/4	16 1/4	18
Amer. Stores	600	40 1/4	40 1/4	40 1/4	41
Armour A.	12,400	1 1/4	1 1/4	1 1/4	2
Do. B.	8,800	1 1/4	1 1/4	1 1/4	1 1/4
Do. Ill. Pfd.	1,600	13	12	12	15
Do. Del. Pfd.	1,600	40 1/4	40 1/4	40 1/4	43 1/4
Barnett Leather	.....	.....	.....	.....	14
Beechnut Pack.	800	48 1/4	48 1/4	48 1/4	49 1/4
Bohack, H. C.	.....	.....	.....	.....	67 1/4
Do. Pfd.	25	104	104	104	106
Brennan Pack.	.....	.....	.....	.....	50
Chick. C. Oil.	200	10 1/4	10 1/4	10 1/4	10 1/4
Childs Co.	1,700	18 1/4	18	18	19 1/4
Cudahy Pack.	8,900	39 1/4	38 1/4	38 1/4	37 1/4
First Nat. Sts.	1,400	47	47	47	48 1/4
Gen. Foods	62,800	47	45 1/4	46 1/4	46 1/4
Gobel Co.	4,900	5 1/4	4 1/4	5 1/4	5 1/4
Gr. A. & P. Int. Pfd.	160	119	119	119	119 1/4
Do. New	240	183	181	181	192
Hormel, G. A.	650	24 1/4	24 1/4	24 1/4	25
Hygrade Food.	900	2 1/4	2 1/4	2 1/4	3 1/4
Kroger, G. & B. 32,700	27 1/4	26 1/4	26 1/4	26 1/4	27 1/4
Libby McNeill.	8,950	10 1/4	10 1/4	10 1/4	11
McMarr Stores.	600	7	7	7	7
Mayer, Oscar	.....	.....	.....	.....	5 1/4
Mickelberry Co.	.....	.....	.....	.....	10
M. & H. Pfd.	.....	.....	.....	.....	16
Morrell & Co.	1,100	38 1/4	38 1/4	38 1/4	42
Nat. P. P. A.	100	8	8	8	8 1/4
Do. B.	200	8	8	8	1
Nat. Leather	100	8	8	8	8
Nat. Tea	1,000	15 1/4	15 1/4	15 1/4	16 1/4
Proc. & Gamble	6,300	63 1/4	62 1/4	62 1/4	64
Do. P. P. A.	140	111	111	111	110
Rath Pack.	.....	.....	.....	.....	18 1/4
Safeway Stores	7,200	47 1/4	46 1/4	47 1/4	48
Do. 6 1/2 Pfd.	100	90	90	90	92
Do. 7 1/2 Pfd.	80	106 1/4	106 1/4	106 1/4	108 1/4
Stahl Meyer	.....	.....	.....	.....	18 1/4
Swift & Co.	7,650	26 1/4	26 1/4	26 1/4	26 1/4
Do. Int.	6,000	32 1/4	32 1/4	32 1/4	33 1/4
Trans. Pork	.....	.....	.....	.....	14 1/4
U. S. Cold Stor.	.....	.....	.....	.....	33 1/4
U. S. Leather.	200	8 1/4	8 1/4	8 1/4	8 1/4
Do. A.	400	8	8	8	8 1/4
Do. P. P. A.	600	81	81	81	82
Wesson Oil	4,100	19	17 1/4	19	20
Do. Pfd.	400	53 1/4	53 1/4	53 1/4	53 1/4
Do. 7 1/2 Pfd.	.....	.....	.....	.....	107
Wilson & Co.	1,600	1 1/4	1 1/4	1 1/4	2
Do. A.	2,000	4 1/4	4 1/4	4 1/4	5
Do. Pfd.	2,500	24 1/4	24 1/4	24 1/4	26 1/4

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading, Thursday,  
May 28, 1931.

## REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10 .....	14	15	16
10-12 .....	12 1/2	14	15
12-14 .....	11 1/2	13	14
14-16 .....	11 1/2	12 1/2	13 1/2
16-18 range .....	11 1/2	.....	.....

## BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
16-18 .....	11 1/2	12	12 1/2
18-20 .....	11 1/2	12	12 1/2
20-22 .....	11 1/2	12	12 1/2
16-22 range .....	11 1/2	.....	.....

## SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12 .....	13 1/2	14 1/2	14 1/2
12-14 .....	13 1/2	13	14
14-16 .....	12 1/2	12 1/2	13 1/2
16-18 .....	12 1/2	12 1/2	13 1/2
18-20 .....	12 1/2	12 1/2	13 1/2
20-22 .....	11 1/2	12	13
22-24 .....	11 1/2	11 1/2	.....
24-26 .....	11 1/2	11 1/2	.....
26-30 .....	10 1/2	11	.....
30-35 .....	10	11	.....

## PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6 .....	9 1/2	9 1/2	10 1/2
6-8 .....	8 1/2	8 1/2	9 1/2
8-10 .....	7 1/2	8	9
10-12 .....	7 1/2	7 1/2	8 1/2
12-14 .....	7 1/2	7 1/2	8 1/2

## BELLIES.

	Green.	Cured.	Dry Cured.
6-8 .....	15	15 1/2	16
8-10 .....	13 1/2	14	14 1/2
10-12 .....	12 1/2	13	13 1/2
12-14 .....	10 1/2	11 1/2	11 1/2
14-16 .....	10 1/2	10 1/2	11 1/2
16-18 .....	10 1/2	10 1/2	11 1/2

## D. S. BELLIES.

	Standard.	Fancy.	Rib.
14-16 .....	8 1/2	10	.....
16-18 .....	8 1/2	9 1/2	.....
18-20 .....	7 1/2	8 1/2	.....
20-22 .....	7 1/2	8 1/2	.....
22-24 .....	7 1/2	8 1/2	.....
24-26 .....	7 1/2	8 1/2	.....
26-30 .....	7 1/2	8 1/2	.....
30-40 .....	7 1/2	8 1/2	.....
40-50 .....	7	8 1/2	.....

## D. S. FAT BACKS.

	Standard.	Export Trim.
8-10 .....	6	6 1/2
10-12 .....	6 1/2	6 1/2
12-14 .....	6 1/2	6 1/2
14-16 .....	6 1/2	6 1/2
16-18 .....	7	7 1/2
18-20 .....	7 1/2	7 1/2
20-25 .....	8	8 1/2

## OTHER D. S. MEATS.

Extra short clear .....	35-45	7 1/2 n
Extra short ribs .....	35-45	7 1/2 n
Regular plates .....	6-8	5 1/2
Clear plates .....	4-8	5 1/2
Jowl butts .....	.....	5 1/2
Green square jowls .....	.....	5 1/2
Green rough jowls .....	.....	5 1/2

## PURE VINEGARS

A. P. CALLAHAN &amp; COMPANY

1407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

SATURDAY, MAY 23, 1931.

	Open.	High.	Low.	Close.
LARD—				
May .....	7.52 1/2	7.52 1/2	7.40	7.42 1/2 ax
June .....	7.57 1/2	7.57 1/2	7.42 1/2	7.42 1/2 n
July .....	7.70	7.70	7.52 1/2	7.47 1/2 ax
Sept. ....	7.62 1/2	7.62 1/2	7.47 1/2	7.57 1/2
Oct. ....	7.62 1/2	7.62 1/2	7.47 1/2	7.50 b

## CLEAR BELLIES—

May .....	8.25	8.25	8.20	8.16 ax
July .....	.....	.....	.....	8.20 ax
Aug. ....	.....	.....	.....	8.25 n

MONDAY, MAY 25, 1931.

LARD—			
May .....	.....	.....	7.37½ax
June .....	.....	.....	7.37½n
July ... 7.45	7.47½	7.42½	7.45ax
Sept. ... 7.60	7.60	7.55	7.55ax
Oct. ... 7.55	7.55	7.47½	7.50

## CLEAR BELLIES—

May .....	.....	.....	8.10 ax
July .....	.....	.....	8.20 n
Aug. ....	.....	.....	8.35 n

TUESDAY, MAY 26, 1931.

LARD—			
May .....	.....	.....	7.35ax
June .....	.....	.....	7.35n
July ... 7.40	7.45	7.40	7.42½
Sept. ... 7.52½	7.57½	7.50	7.55ax
Oct. .... 7.50	7.52½	7.50	7.52½ax

## CLEAR BELLIES—

May .....	.....	.....	8.00 ax
July .....	.....	.....	8.10 ax
Aug. ....	.....	.....	8.30 ax

WEDNESDAY, MAY 27, 1931.

YARD—				
May	.....	.....	.....	7.27 1/2 ax
June	.....	.....	.....	7.27 1/2 n
July	... 7.35	7.35	7.30—	7.30—ax
Sept.	... 7.50-45	7.50	7.40	7.40 b
Oct.	... 7.42 1/2	7.45	7.40	7.40

## CLEAR BELLIES—

May	...	...	...	7.62½ax
July	... 8.00	8.00	7.70	7.80ax
Aug.	.. 8.00	....	....	8.00ax

THURSDAY, MAY 28, 1931.

LARD—				
May .....	.....	.....	.....	7.17½ax
June .....	.....	.....	.....	7.17½n
July ... 7.27½	7.27½—	7.22½—		7.25ax
Sept. ... 7.37½	7.40	7.35		7.37½ax
Oct. .... 7.35	7.35	7.32½		7.32½

## CLEAR BELLIES—

May .....	.....	.....	7.62 1/2 n
July .....	.....	.....	7.80 n
Aug. ....	.....	.....	8.00 n

FRIDAY, MAY 29, 1931.

May .....	7.22 1/2	7.30	7.22 1/2	7.30 ax
June .....	7.27 1/2	7.42 1/2	7.27 1/2	7.30 n
July .....	7.40	7.55	7.40	7.35 b
Sept. ....	7.40	7.57 1/2	7.37 1/2	7.45
Oct. ....	7.40	7.57 1/2	7.37 1/2	7.40 b

## CLEAR BELLIES—

May	...	...	7.62½n
July	...	7.75	7.75
Aug.	...	...	8.00n

Key: ax, asked; b, bid; n, nominal; — split.

## ANIMAL OILS.

Prime edible lard oil .....	@ 11 1/4
Headlight burning oil .....	@ 9
Prime winter strained .....	@ 8 1/4
Extra winter strained .....	@ 8 1/4
Extra lard oil .....	@ 8 1/4
Extra No. 1 .....	@ 7 1/4
No. 1 lard .....	@ 7 1/4
No. 2 lard .....	@ 7
Acidless tallow oil .....	@ 6 1/4
20 D. C. T. neatfoot .....	@ 14 1/4
Pure neatfoot oil .....	@ 10 1/4
Special neatfoot oil .....	@ 8 1/4
Extra neatfoot oil .....	@ 7 1/4
No. 1 neatfoot oil .....	@ 7 1/4

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops ..	\$1.40 @ 1.42 1/2
Oak pork barrels, black iron hoops ..	1.47 1/2 @ 1.50
Ash pork barrels, galv. iron hoops ..	1.60 @ 1.62 1/2
White oak ham tierces ..	2.45 @ 2.47 1/2
Red oak lard tierces ..	1.92 1/2 @ 1.95
White oak lard tierces ..	2.15 1/2 @ 2.17 1/2

## CHICAGO RETAIL MEATS

## Beef.

Week ended	No.	No.	No.	No.	Cor. wk., 1930
May 27, 1931.	1.	2.	3.	1.	2.
Rib roast, hvy. end ..	28	27	16	35	30
Rib roast, lt. end ..	30	28	18	45	35
Chuck roast ..	16	16	12	28	25
Steaks, round ..	30	28	18	45	40
Steaks, sirloin cut ..	30	30	20	45	40
Steaks, porterhouse ..	40	38	20	60	45
Steaks, flank ..	25	24	14	24	25
Beef stew, chuck ..	15	14	10	27	22
Corned briskets, boneless ..	24	23	12	32	28
Corned plates ..	12	12	8	20	18
Corned rumps, buns ..	23	22	15	25	22

## Lamb.

	Good.	Com.	Good.	Com.
Hindquarters ..	28	15	30	22
Legs ..	28	15	28	22
Stews ..	15	10	15	15
Chops, shoulders ..	25	20	25	30
Chops, rib and loin ..	25	25	50	25

## Mutton.

Legs ..	20	..	24	..
Stew ..	12	..	14	..
Shoulders ..	14	..	16	..
Chops, rib and loin ..	25	..	35	..

## Pork.

Loins, 8@10 av. ....	18	@ 21	26	@ 22
Loins, 10@12 av. ....	18	@ 20	25	@ 22
Loins, 12@14 av. ....	17	@ 20	24	@ 22
Loins, 14 and over ..	15	@ 17	20	@ 22
Breasts ..	21	@ 22	28	@ 23
Shoulders ..	12	@ 14	18	@ 20
Butts ..	15	@ 16	24	@ 26
Spareribs ..	11	@ 12	16	@ 14
Hoofs ..	.....	@ 12	.....	@ 11
Leaf lard, raw ..	.....	@ 9	.....	@ 11

## Veal.

Hindquarters ..	22	@ 24	24	@ 25
Forequarters ..	12	@ 14	14	@ 15
Legs ..	22	@ 22	15	@ 16
Breasts ..	22	@ 25	18	@ 22
Shoulders ..	14	@ 16	20	@ 22
Cutlets ..	.....	@ 38	.....	@ 38
Rib and loin chops ..	.....	@ 34	.....	@ 34

## Butchers' Offal.

Suet ..	@ 2 1/2	.....	@ 2 1/2
Shop fat ..	@ 2	.....	@ 2 1/2
Bone, per 100 lbs. ....	@ 25	.....	@ 25
Calf skins ..	@ 11	.....	@ 11
Klips ..	@ 10	.....	@ 10
Deacons ..	@ 8	.....	@ 8

## CURING MATERIALS.

Nitrite of soda, 1 c. l. Chicago ..	10 1/4	Bbls.	.....
Saltpeter, 25 bbl. lots, f.o.b. N. Y.:	.....	.....	.....
Dbl. refined granulated ..	6 1/4	.....	.....
Small crystals ..	6 1/4	.....	.....
Medium crystals ..	6 1/4	.....	.....
Large crystals ..	6 1/4	.....	.....
Dbl. ref'd gran. nitrate of soda ..	5 1/4	.....	.....
Less than 25 bbl. lots 1/4 c. more ..	.....	.....	.....
Boric acid, carloads, p.w.d., bbls. ....	8 1/4	.....	.....
Crystals to powdered, in bbls., in 5 ton lots or more ..	8 1/4	.....	.....
In bbls. in less than 5-ton lots ..	8 1/4	.....	.....
Borax, carloads, powdered, in bbls. ....	5	.....	.....
In ton lots, gran. or pow., bbls. ....	5	.....	.....

## Salt—

Granulated, carlots, per ton, f.o.b. Chicago, bulk ..	.....	.....	.....
Medium, carlots, per ton, f.o.b. Chicago, bulk ..	.....	.....	.....
Rock, carlots, per ton, f.o.b. Chicago ..	.....	.....	.....

## Sugar—

Raw sugar, 96 basis, f.o.b. New Orleans ..	.....	.....	.....
lean ..	.....	.....	.....
Second sugar, 90 basis ..	.....	.....	.....
Syrup testing, 65 to 65 combined sucrose and invert, New York ..	.....	.....	.....
Standard gran. f.o.b. refiners (2%) ..	.....	.....	.....
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, Ia., less 2% ..	.....	.....	.....
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, Ia., less 2% ..	.....	.....	.....

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice ..	10	12
Cinnamon ..	12	12
Cloves ..	26	26
Coriander ..	5	5
Ginger ..	52	52
Mace ..	12	12
Nutmeg ..	12	12
Pepper, black ..	13	13
Pepper, Cayenne ..	2	2
Pepper, red ..	2	2
Pepper, white ..	22	22



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended, May 27, 1931.	
Prime native steers—		
400-600	15 1/4 @ 16 1/4	
600-800	14 1/2 @ 15 1/2	
800-1000	14 @ 14 1/2	
Good native steers—		
400-600	13 1/2 @ 15	
600-800	12 @ 14	
800-1000	12 1/2 @ 13 1/2	
Medium steers—		
400-600	12 1/2 @ 13 1/2	
600-800	12 @ 13	
800-1000	12 @ 13	
Heifers, good, 400-600	11 @ 13 1/2	
Cows, 400-600	8 1/2 @ 11	
Hind quarters, choice	24 1/2	
Fore quarters, choice	@ 10	

## Beef Cuts.

	Week ended, May 27, 1931.	Cor. week, 1930.
Steer loins, prime	@ 33	
Steer loins, No. 1	@ 32	@ 42
Steer loins, No. 2	@ 26	@ 39
Steer short loins, prime	@ 43	
Steer short loins, No. 1	@ 43	@ 48
Steer short loins, No. 2	@ 31	@ 48
Steer loin ends (hips)	@ 21	@ 31
Steer loin ends, No. 2	@ 21	@ 31
Cow loins	@ 17	@ 25
Cow short loins	@ 20	@ 30
Cow loin ends (hips)	@ 14	@ 20
Steer ribs, prime	@ 19	
Steer ribs, No. 1	@ 16	@ 27
Steer ribs, No. 2	@ 15	@ 18
Cow ribs, No. 1	@ 15	@ 18
Cow ribs, No. 2	@ 10 1/2	@ 14
Steer rounds, prime	@ 17	@ 22 1/2
Steer rounds, No. 1	@ 15 1/2	@ 22
Steer rounds, No. 2	@ 15	
Steer chucks, prime	@ 11 1/2	
Steer chucks, No. 1	@ 10	@ 16
Steer chucks, No. 2	@ 9 1/2	@ 15
Cow rounds	@ 13	@ 19
Cow chucks	@ 9	@ 13 1/2
Steer plates	@ 7 1/2	@ 13
Medium plates	@ 5 1/2	@ 10
Briskets, No. 1	@ 12	@ 19
Steer navel ends	@ 4	@ 9
Cow navel ends	@ 4	@ 9
Fore shanks	@ 6	@ 10 1/2
Hind shanks	@ 5	@ 10
Strip loins, No. 1, bbls.	@ 45	@ 65
Strip loins, No. 2	@ 35	@ 55
Sirloin butts, No. 1	@ 26	@ 36
Sirloin butts, No. 2	@ 20	@ 30
Beef tenderloins, No. 1	@ 55	@ 80
Beef tenderloins, No. 2	@ 50	@ 75
Rump butts	@ 22	@ 30
Flank steaks	@ 20	@ 27
Sweetbread clouds	@ 12	@ 18 1/2
Hanging tenderloins	@ 9	@ 14 1/2
Insides, green, 6@8 lbs.	@ 14 1/2	@ 19 1/2
Outsides, green, 5@6 lbs.	@ 11 1/2	@ 17
Knuckles, green, 5@6 lbs.	@ 13 1/2	@ 22

## Beef Products.

Brains (per lb.)	@ 8	@ 12
Hearts	@ 8	@ 11
Tongues	@ 29	@ 32
Sweetbreads	@ 18	@ 32
Ox-tail, per lb.	@ 8	@ 15
Fresh tripe, plain	@ 8	@ 8
Fresh tripe, H. C.	@ 10	@ 10
Livers	@ 16	@ 23
Kidneys, per lb.	@ 10	@ 17

## Veal.

Choice carcass	@ 15	@ 20
Good carcass	@ 12	@ 18
Good saddles	@ 16	@ 22
Good racks	@ 8	@ 14
Medium racks	@ 7	@ 13

## Veal Products.

Brains, each	@ 8	@ 15
Sweetbreads	@ 45	@ 80
Calif livers	@ 45	@ 60

## Lamb.

Choice lambs	@ 19	@ 23
Medium lambs	@ 15	@ 21
Choice saddles	@ 22	@ 28
Medium saddles	@ 20	@ 26
Choice fores	@ 14	@ 16
Medium fores	@ 10	@ 15
Lamb fries, per lb.	@ 30	@ 38
Lamb tongues, per lb.	@ 16	@ 20
Lamb kidneys, per lb.	@ 25	@ 30

## Mutton.

Heavy sheep	@ 5	@ 11
Light sheep	@ 8	@ 14
Heavy saddles	@ 6	@ 15
Light saddles	@ 4	@ 10
Heavy fores	@ 6	@ 8
Light fores	@ 4	@ 6
Mutton legs	@ 12	@ 20
Mutton loins	@ 8	@ 15
Mutton stew	@ 8	@ 15
Sheep tongues, per lb.	@ 8	@ 15
Sheep heads, each	@ 10	@ 12

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 19	@ 25 1/4
Picnic shoulders	@ 10	@ 16
Skinned shoulders	@ 10 1/2	@ 16 1/2
Tenderloins	@ 45	@ 50
Spare ribs	@ 9	@ 13
Back fat	@ 9	@ 13
Boston butts	@ 13	@ 20
Boneless butts, collar		
trim, 2@4	@ 18	@ 26
Hocks	@ 9	@ 11
Tails	@ 8	@ 15
Neck bones	@ 3 1/2	@ 6
Slip bones	@ 10	@ 16
Blade bones	@ 10	@ 16
Pigs' feet	@ 5	@ 7
Kidneys, per lb.	@ 8	@ 11
Livers	@ 5 1/2	@ 9
Brains	@ 12	@ 14
Ears	@ 7	@ 7
Snouts	@ 7	@ 7
Heads	@ 9	@ 9

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 23
Country style sausage, fresh in link	@ 19
Country style sausage, fresh in bulk	@ 18
Country style pork sausage, smoked	@ 21
Frankfurts in sheep casings	@ 18
Frankfurts in hog casings	@ 18
Bologna in beef bungs, choice	@ 15
Bologna in cloth, paraffined, choice	@ 15
Bologna in beef middles, choice	@ 17
Liver sausage in hog bungs	@ 17
Smoked liver sausage in hog bungs	@ 21
Liver sausage in beef rounds	@ 14
Head cheese	@ 16
New England luncheon specialty	@ 21
Mixed luncheon specialty, choice	@ 17
Tongue sausage	@ 23
Blood sausage	@ 14 1/2
Souse	@ 11
Polish sausage	@ 17

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 44
Thuringer Cervelat	@ 28
Farmer	@ 19
Holsteiner	@ 20
B. C. Salami, choice	@ 10
Milano Salami, choice, in hog bungs	@ 37
B. C. Salami, new condition	@ 19
Prisces, choice, in hog middles	@ 33
Genoa style Salami	@ 33
Pepperoni	@ 33
Mortadella, new condition	@ 19
Capicola	@ 46
Italian style hams	@ 35
Virginia hams	@ 44

## SAUSAGE MATERIALS.

Regular pork trimmings	@ 5
Special lean pork trimmings	@ 10
Extra lean pork trimmings	@ 12
Neck bone trimmings	@ 8
Pork cheek meat	@ 4 1/2
Pork livers	@ 4
Pork hearts	@ 7 1/2
Native boneless bull meat (heavy)	@ 7 1/2
Boneless chucks	@ 7 1/2
Shank meat	@ 7 1/2
Beef trimmings	@ 5 1/2
Beef hearts	@ 4 1/2
Beef cheeks (trimmed)	@ 5 1/2
Dressed canners, 350 lbs. and up	@ 5 1/2
Dressed cutters, 400 lbs. and up	@ 5 1/2
Dr. Bologna bulls, 400 lbs. and up	@ 5 1/2
Beef tripe	@ 2 1/2
Pork tongues, canner trim S. P.	@ 11

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic rounds, 180 pack	.21
Domestic rounds, 140 pack	.27
Export rounds, wide	.48
Export rounds, medium	.26
Export rounds, narrow	.33
No. 1 weasands	.12
No. 2 weasands	.07
No. 1 bungs	.18
No. 2 bungs	.12
Middles, regular	.90
Middles, selected wide	1.90
Dried bladders:	
12-15 in. wide, flat	1.70
10-12 in. wide, flat	1.45
8-10 in. wide, flat	.70
6-8 in. wide, flat	.55

## Hog casings:

Narrow, per 100 yds.	2.75
Narrow, special, per 100 yds.	2.25
Medium, regular, per 100 yds.	1.00
Wide, per 100 yds.	.70
Extra wide, per 100 yds.	.75
Export bungs	.30
Large prime bungs	.21
Medium prime bungs	.12
Small prime bungs	.04
Middles, per set	.20
Stomachs	.06

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$5.50
Large tins, 1 to crate	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	6.75
Large tins, 1 to crate	7.75
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate	6.25
Large tins, 1 to crate	7.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate	5.75
Large tins, 1 to crate	6.75

## DRY SALT MEATS.

Extra short clears	@ 7 1/4
Extra short ribs	@ 7 1/4
Short clear middles, 60-lb. av.	@ 11
Clear bellies, 18@20 lbs.	@ 7 1/4
Clear bellies, 14@16 lbs.	@ 9
Rib bellies, 20@25 lbs.	@ 7 1/4
Rib bellies, 25@30 lbs.	@ 6 1/4
Fat backs, 10@12 lbs.	@ 6 1/4
Fat backs, 14@16 lbs.	@ 7
Regular plates	@ 7
Butts	@ 5 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@ 19 1/4
Fancy skd. hams, 14@16 lbs.	@ 20
Standard reg. hams, 14@16 lbs.	@ 19
Picnics, 4@8 lbs.	@ 15 1/4
Fancy bacon, 6@8 lbs.	@ 27 1/2
Standard bacon, 6@8 lbs.	@ 22 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	@ 40
Outsides, 5@9 lbs.	@ 30
Knuckles, 5@9 lbs.	@ 38
Cooked hams, choice, skin on, fattened	@ 28
Cooked hams, choice, skinless, fattened	@ 30
Cooked picnics, skin on, fattened	@ 21
Cooked picnics, skinned, fattened	@ 23
Cooked loin roll, smoked	@ 41

## BARRELED PORK AND BEEF.

Mess pork, regular	\$ 20.00
Family back pork, 24 to 34 pieces	@ 22.00
Family back pork, 35 to 45 pieces	@ 22.50
Clear back pork, 40 to 50 pieces	@ 17.50
Clear plate pork, 25 to 35 pieces	@ 14.50
Brisket pork	@ 18.50
Beef	@ 20
Plate beef	@ 15.00
Extra plate beef, 200 lb. bbls.	@ 16.00

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	17.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	11.50
Pork tongues, 200-lb. bbl.	65.00
Lamb tongues, long cut, 200-lb. bbl.	30.00
Lamb tongues, short cut, 200-lb. bbl.	37.00

## OLEOMARGARINE.

White animal fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 12 1/2
Nut, 1-lb. cartons, f.o.b. Chicago	@ 12
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 13

## LARD.

Prime steam	@ 7.17 1/2
Prime steam, loose	@ 8.50
Kettle rendered, tierces	@ 9.40
Refined lard, boxes, N. Y.	@ 8.00
Leaf, raw	@ 6.12 1/2
Neutral, in tierces	@ 8.25
Compound, acc. to quantity	@ 8.75

## OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	@ 6
Oleo stocks	@ 6
Prime No. 1 oleo oil	@ 5 1/2
Prime No. 2 oleo oil	@ 5 1/2
Prime No. 3 oleo oil	@ 4 1/2
Prime oleo stearine, edible	@ 6

## TALLOW AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	@ 4 1/4
Prime packers' tallow	3 1/2 @ 3 1/2
No. 1 tallow, 10% f.f.a.	2 1/2 @ 3 1/2
No. 2 tallow, 40% f.f.a.	2 1/2 @ 3 1/2
Choice white grease	3 1/4 @ 3 1/4
A-White grease	3 @ 3 1/4
B-White grease, max., 5% acid	2 1/4 @ 3
Yellow grease, 10@15%	2 1/4 @ 2 1/4
Brown grease, 40% f.f.a.	2 1/4 @ 2 1/4

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, non-prompt	5 1/4 @ 5 1/4
White, deodorized, in bbls., f.o.b. Chicago	8 1/4 @ 8 1/4
Yellow, deodorized, in bbls.	8 1/4 @ 8 1/4
Soap stocks, 50% f.f.a., f.o.b.	7 1/4 @ 1
Corn oil, in tanks, f.o.b. mills	5 1/4 @ 5 1/4
Soya bean oil, f.o.b. mills	5 1/4 @ 5 1/4
Cocanut oil, seller's tanks, f.o.b. coast	@ 4
Refined in bbls., c.f.f., Chicago	7 1/4 @ 7 1/4

# Retail Section

## Retail Shop Talk

### PROFITS IN DELIVERY.

With so many stores going on a cash and carry basis, there is an opportunity in many communities for the retailer to put his business in a class by itself by giving delivery service to customers.

In most towns there is a sufficient number of families who desire delivery service, and who are willing to pay for it, to enable one or more retailers to maintain delivery equipment. There are also many women who prefer to give their orders over the telephone, and who do not care to take the time to personally visit the store and make their selections.

But, if delivery service is undertaken, it pays to give it some time and study, both from the standpoint of giving customers the best service and keeping the cost of delivery low.

Most housewives want early deliveries, undamaged goods, accurate filling of orders and cleanliness, neatness and courtesy in deliverymen. And they resent a dilapidated delivery vehicle before their door.

The delivery equipment reflects the business. It may be a good advertisement, or it may keep people away from the store. Keeps the wagon and trucks clean and neatly painted. They carry the store's message all over the territory. Many retailers think attractive delivery equipment is the best advertising a store can use.

### FOUNTAIN HELPS MEAT SALES.

That a soda fountain within a meat market helps to increase meat sales is the experience of William Troesch, proprietor of the New Market, Whittier, Calif. Troesch has one of those characteristic Southern California markets wherein the front is entirely open, allowing pedestrians to readily "fall into" the place. He has set his meat department back a bit and leased the front section to another party for a soda fountain, which serves to draw more people off the sidewalk and into the establishment than the meat market itself would.

Whereas the front display counter of the meat market might draw one person off the sidewalk into the place to consider meat merchandise, the soda fountain will draw 10 to obtain refreshments, and out of the 10 several may be led to make their meat purchases then and there.

But, to capitalize the arrangement,

it is advisable for the meat merchant to place his most tempting merchandise where it will be readily viewed by those at the fountain. The fanciest goods, particularly the picnic goods, are pushed forward in Troesch's establishment, and they encourage the fountain patrons to get off their stools, when concluding their refreshments, and investigate the butcher's offerings.

And, besides, there is some revenue obtained from the rental of the space.

### SMALL STORE ARRANGEMENT.

Realizing that the consumer is a discerning and roving shopper, and that to secure and hold her trade the modern store must have personality, must present an air of cleanliness, variety and freshness, and if old-fashioned must be modernized to meet competition, a study was made of thousands of smaller stores throughout the country, the result of which has been summarized with recommendations in a booklet entitled "Small Store Arrangement."

"The arrangement of stock and equipment is a vital element in retailing today," the book points out. "Display of goods and the type and arrangement of equipment affect the rapidity of turnover, the retention of old customers, the number of new customers obtained, the amount of unit sales—all influencing the annual volume and profits."

This study has shown that some retailers are changing constantly with the procession of modern advancement,

but that the majority of retailers have not modernized.

It is believed that correct store arrangement is almost certain to produce benefits, provided the proprietor of the store has improved his entire merchandising scheme. While proper display, for example, is vital, it will not overcome the handicap of bad judgment in buying.

In replanning a store an effort should be made to get the most merchandising appeal so as to attract the greatest possible number of customers into the store, and then to each item of merchandise.

Some of the general principles which the retailer must consider in modernizing his store are the following:

A clean, attractive exterior with well-dressed, inviting display windows. A well-lighted, well-ventilated orderly store with sufficient aisle space.

Open display of as much merchandise as possible; all goods given display space in relation to the profit returned and seasonal fluctuations.

Goods plainly price-marked.

Display of goods to permit handling by the customer (some perishable goods excepted).

Encouragement of self-service to such extent as the merchandise permits, conforming to store policy.

Arrangement of merchandise to bring about maximum sales per customer and elimination of unnecessary steps by clerks.

Removal of barriers to maximum store circulation by customers.



SODA FOUNTAIN DRAWS TRADE FOR MEAT DEALER.

A Southern California meat dealer, who leased the front of his store for a soda fountain, finds the arrangement profitable. Many people are attracted to the store who might not enter it otherwise, and of these some are further attracted by the meat displays and make purchases. Here is another store similarly arranged.

Concentration of stock in the smallest floor space possible, as dictated by all conditions at hand.

In considering modernization the retailer must consider the sidewalk influence, must realize that his show windows are the eyes of the store and consider what electric light, paint and cleanliness will do for him.

Following these general principles the booklet then takes up in some detail the arrangement of grocery stores, general food stores, and retail stores in other major merchandise lines.

The book is profusely illustrated, showing the old type store and the same store remodeled, modern methods of arrangement, floor plans, and other illustrative material of interest and assistance not only to the operator of a food store but of many other kinds of retail outlets.

The book contains 111 pages and is compiled and published by the Domestic Distribution Department of the Chamber of Commerce of the United States, Washington, D. C. The price of the book is 25c.

#### TO SELL MORE SAUSAGE.

(Continued from page 26.)

Mr. Mayer told some of the interesting history of sausage and its use from the dawn of civilization down to the present time. In outlining this, he said:

"Homer in his 'Odyssey' mentions sausage as a favorite food of the Greeks, before the true dawn of history, and we learn from other writers that the Greeks liked sausage immensely. They served what we would now call frankfurters as an entree for their meals.

#### Some Sausage History.

"The Romans, too, were great lovers of sausage. The liking for the delicacy was in fact so widespread that no festive occasion was considered complete without it. Sausages always accompanied every manifestation of hilarity and joy; so much so that the early Church came to look upon sausage as a heathen and licentious instrument. A strong lobby of reformers finally put through a prohibition against sausages, but the populous Romanus, as impatient of reformers then as we are today, ran sausage past the prohibition agents and the odious law was finally stricken from the books.

"In the Middle Ages wurst became a very popular article of food throughout Europe, and with beer and wine was the symbol of conviviality and the joy of living.

"Sausage was originally made of pork. During the last 700 years it has, however, been made of mixed meats of all kinds, and of spices and casings gathered from the four corners of the earth.

#### Modern Sausage Development.

"The development of the modern sausage took place mainly in the Germanic countries and in Italy. These people with their flair for the poetry of flavors realized how enticing meat could be made by skillful blending with spices and by virtue of the curing and ageing process which the protective casing made possible.

"In Italy on account of the warm climate the development was toward the so-called dry sausage which had to be preserved with an abundance of salt and the virile spices such as pepper and garlic. It was then thoroughly dried generally without smoking. Treated in this way the sausage could be kept for long periods and stored against the months of meat scarcity.

"In Germany, on account of a much cooler climate and the cool cellars which this people early learned to hew into the sides of hills and mountains, the development of the art was mainly in the direction of many varieties of fresh and cooked sausages which are the precursors of our domestic sausage of today. This included many varieties of frying sausage, the so-called bratwurst, liver sausage of all kinds, head cheese, blood sausages, and all sorts of cooked sausages on the order of our bologna and New England ham, which is still also called Berliner sausage.

"In addition, the Germans made many varieties of summer sausage—that is, sausage made in the winter to be consumed during the summer."

#### ILLINOIS RETAILERS MEET.

The annual convention of the Illinois Association of Retail Meat Dealers will be held in Waukegan on June 7 and 8.

Plans have not been entirely completed, but a program arranged that assures those who attend much of interest and practical value. Among the speakers will be John T. Russell, president of the Meat Council of Chicago; Charles Kroh, president of the National Association of Retail Meat Dealers; Jacob Herman, past president of the national organization; W. C. Davis, senior marketing specialist of the U. S. Department of Agriculture; John A. Kotal, secretary of the National Association of Retail Meat Dealers, and Sleeter Bull, professor of animal husbandry, University of Illinois.

The first session will be opened at 2:00 p. m., Sunday, June 7. An entertainment program has been planned which should be enjoyed by all.

#### NEWS OF THE RETAILERS.

Arthur H. Hall has purchased the meat business of A. J. Proper, White Salmon, Wash.

H. R. Wittliff, Garfield, Wash., has purchased the business of the Garfield Meat Market.

The Sanitary Market of E. L. Travers, Raymond, Wash., has changed its name to Sanitary Public Market.

Henry Beaver has engaged in the meat business at 800 Thurman st., Portland, Ore.

Weight's Cash Market has opened for business at 721 Willamette st., Eugene, Ore.

George Menagh's Sons have added a meat department to their department store at 1211 Farnam st., Omaha, Neb.

Martin Pollaristrani, Jaurez and First sts., Napa, Cal., is adding a meat department to his grocery store.

A. J. & G. D. Cook have been succeeded in the meat and grocery business at 11th and Keyes st., San Jose, Cal., by H. B. Ainsworth.

## A Money-Maker for Meat Retailers

### "Meat Retailing"

by A. C. Schueren will make money for any meat retailer. Contains 850 pages of practical ideas. Covers cost and selling prices, wage systems, sausage making, grading, marketing methods, and dozens of other subjects. Just the book for the up-to-date retailer. Order it now.

**\$7**

plus postage

For Sale by  
**THE NATIONAL  
PROVISIONER**  
407 S. Dearborn St.  
Chicago, Ill.



W. J. Roth has sold his meat and grocery business at 1912 L st., Bakersfield, Cal., to A. Levine.

The meat and grocery stock of Peter D. Hohrhardt, 251 Michigan st., Grand Rapids, Mich., has been sold to Fred F. Fuszek, treasurer and manager of the Grand Rapids Packing Co.

L. T. Morris, Marshall, Mich., has completed the modernizing of his meat and grocery establishment.

William Zahn has engaged in the meat business at 1995 East Stark st., Portland, Ore.

Fred Meyer, Inc., plans erection of retail market on corner of Sandt Blvd. and East 41st st. N., Portland, Ore.

Jack Staley has opened his third meat store at corner of 43rd and Fremont st., Seattle, Wash.



# New York Section

## AMONG RETAIL MEAT DEALERS.

Another large and interesting meeting was held by the Eastern District Branch on Tuesday evening of this week. One of the visitors was Frank Miller of the Food Distributors, Inc., who received an order for a load of salt. Henry Schmitt of Middle Village became a member. The advertising committee reported progress but details were laid on the table until after the convention. The Sunday-closing committee reported a check-up on violators and securing evidence for the state association. Final instructions and resolutions were given to the delegates.

About one hundred visitors, members of the various branches and outsiders, attended the open meeting of the Bronx Branch at Ebling's Casino on Wednesday evening last week. President E. Ritzman, presiding, gave a talk on

association doings and introduced the speakers of the evening. They included State President David VanGelder; U. S. marketing specialist B. F. McCarthy; Miss Bleicher, daughter of member Sam Bleicher; Frank Miller of the Food Distributors, Inc.; Business Manager Fred Hirsch, Louis Goldstein of the Butchers Mutual Casualty Co., and Leo Spandau. Four candidates were proposed.

The last business meeting of the season was held by the Ladies' Auxiliary on May 21 in the Hotel McAlpin. The report of the treasurer showed a very substantial balance. Many important matters were discussed, some being disposed of while others, because of lateness of the season, were laid on the table till fall. Several outings were planned for the summer. One of these will be a bus ride on June 23 to the

country home of Mrs. Charles Hembel at Croton-on-the-Hudson. The committee for this includes Mrs. A. DiMatteo, Mrs. William Kramer and Mrs. A. Werner, jr.

Mr. and Mrs. Frank P. Burck of Brooklyn celebrated the forty-fourth anniversary of their wedding by a house party on May 25. The party was a double celebration, as it commemorated the birthday of Mrs. Burck. They were the recipients of many congratulatory cards, flowers and gifts. Mr. Burck is a member of Brooklyn Branch and Mrs. Burck is official hostess of the Ladies' Auxiliary. In addition to Mr. and Mrs. Burck and their son, Arthur, the guests included Mr. and Mrs. George Anselm, Mr. and Mrs. Albert DiMatteo, Mr. and Mrs. Charles Hembel, Mr. and Mrs. Hoffman, Mr. and Mrs. William Kramer, Frank Krupp, Mr. and Mrs. Oscar Schaefer, Mr. and Mrs. A. Werner, jr., and Mr. and Mrs. William Ziegler.

Ye Olde New York Branch delegates to the annual New York state convention at Buffalo for this year include Lester Kirschbaum, Arthur Kleeblatt, Louis Goldschmidt, J. Klein, Joseph Eschelbacher, George Kramer, Robert Hettrick, Oscar Schaefer, George Anselm, F. Metzger, S. Milch, A. Tabak, O. Secchia, H. T. Vetter, A. Freirich and William Ziegler.

State President and Mrs. David VanGelder celebrated their twenty-second wedding anniversary on May 24.

Mrs. Herman Kirschbaum celebrated a birthday on May 26.

## NEW YORK NEWS NOTES.

E. N. Sturman, vice-president, Geo. A. Hormel & Co., Austin, Minn., visited New York during the past week.

T. E. Levering, pork department, Armour and Company, Chicago, spent a few days in New York last week.

T. E. Ray, district manager, Swift & Company, New York, spent several days in Chicago during the past week.

Chicago visitors to Wilson & Co. New York, during the past week included Carl Fowler, head of the branch house department, and George A. Blair, general traffic manager.

Meat, fish, poultry and game seized and destroyed in the city of New York by the Health Department during the week ended May 23, 1931, was as follows: Meat.—Brooklyn, 9 lbs.; Manhattan, 1,569 lbs.; Queens, 100 lbs.; total, 1,678 lbs. Fish.—Brooklyn, 6 lbs. Poultry and Game.—Brooklyn, 3 lbs.; Manhattan, 71 lbs.; total, 74 lbs.

Among the out-of-town visitors to New York during the past week were R. E. Jordan, president of R. E. Jordan & Co., Baltimore, Md., and Mrs. Jordan, who did some extensive shopping while "Bob" Jordan and Henry Cohn, president of Automatic Linker, Inc., and Eastern representative for the K. & J. process cookers, made some very successful demonstrations of the new ham retainer in several of the larger plants in the New York territory.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 28, 1931:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (1):				
Choice	\$12.00@14.00		\$13.50@14.50	
Good	11.00@12.00		12.00@14.00	
Medium	10.00@11.00			
STEERS (550-700 lbs.):				
Choice	12.00@13.00		13.00@14.00	13.00@14.50
Good	11.00@12.00		11.50@13.50	11.50@13.00
STEERS (700 lbs. up):				
Choice	11.50@13.00	11.50@12.00	12.50@13.50	13.00@13.50
Good	11.00@11.50	10.50@11.50	11.50@12.50	11.50@13.00
STEERS (500 lbs. up):				
Medium	10.00@11.00	9.50@10.50	9.50@12.00	10.00@11.50
Common	9.00@10.00	9.00@ 9.50	9.00@10.00	
COWS:				
Good	9.50@10.50	9.50@10.00	9.00@10.00	10.00@10.50
Medium	8.50@ 9.50	9.00@ 9.50	8.00@ 9.00	9.00@10.00
Common	7.50@ 8.50	8.50@ 9.00	7.00@ 8.00	8.00@ 9.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	13.00@14.00	13.00@15.00	17.00@20.00	14.00@15.00
Good	12.00@13.00	11.00@13.00	13.00@17.00	12.00@14.00
Medium	10.00@12.00	9.00@11.00	11.00@13.00	10.00@12.00
Common	9.00@10.00	8.00@ 9.00	10.00@11.00	8.00@10.00
CALF (2) (3):				
Choice	12.00@15.00			
Good	11.00@12.00			
Medium	10.00@11.00			
Common	9.00@10.00			
Fresh Lamb and Mutton:				
SPRING LAMB:				
Good-Choice	21.00@23.00	21.00@23.00	21.00@25.00	23.00@24.00
Medium	17.00@21.00	17.00@21.00	18.00@21.00	20.00@22.00
Common	13.00@17.00	14.00@17.00	16.00@19.00	17.00@19.00
LAMB (58 lbs. down):				
Choice	18.00@20.00	19.00@20.00		20.00@21.00
Good	15.00@18.00	17.00@19.00	20.00@21.00	19.00@20.00
Medium	11.00@15.00	15.00@17.00	18.00@20.00	16.00@18.00
Common	8.00@11.00	13.00@15.00	15.00@18.00	14.00@16.00
LAMB (39-45 lbs.):				
Choice	17.00@19.00	18.00@19.00		19.00@20.00
Good	15.00@17.00	16.00@18.00	20.00@21.00	18.00@19.00
Medium	11.00@15.00	14.00@16.00	18.00@20.00	16.00@18.00
Common	8.00@11.00		15.00@18.00	14.00@16.00
LAMB (46-55 lbs.):				
Choice	17.50@18.50	17.00@18.00	18.00@20.00	18.00@19.00
Good	16.00@17.50	15.00@17.00	17.00@19.00	17.00@18.00
MUTTON (Ewe) 70 lbs. down:				
Good	7.00@ 9.00	9.00@10.00	8.00@12.00	7.00@ 8.00
Medium	6.00@ 7.00	7.00@ 9.00	7.00@ 9.00	6.00@ 7.00
Common	5.00@ 6.00	6.00@ 7.00	5.00@ 7.00	5.00@ 6.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	17.00@19.00	16.00@17.00	17.00@19.00	15.00@17.00
10-12 lbs. av.	16.00@18.00	16.00@17.00	16.00@18.00	15.00@16.50
12-15 lbs. av.	15.00@17.00	14.50@15.50	15.50@18.00	14.00@15.50
16-22 lbs. av.	12.00@13.00	12.50@13.50	14.00@15.00	13.00@14.50
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	9.00@10.50		10.50@12.50	10.00@11.00
PICNICS:				
6-8 lbs. av.		10.00@11.00		10.00@11.00
BUTTS, Boston Style:				
4-8 lbs. av.	10.00@13.00		12.00@14.00	11.50@13.00
SPARE RIBS:				
Half Sheets	7.00@ 9.00			
TRIMMINGS:				
Regular	5.00@ 6.00			
Lean	10.50@11.00			

(1) Choice grade heifer yearling beef, 450 pounds down: Chicago, \$11.00@13.50; New York, \$12.00@13.50. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

## Why You Should Use NEVERFAIL Cure

The Man Who Knows



The Man You Know

1. A Faster Cure
2. Better Taste
3. More Uniform

NEVERFAIL cuts your curing time in half and speeds up your turnover. Why keep your money tied up in the curing room?

A taste that satisfies—once used, there is always a return call. A dependable article possessing an unusual quality that will insure your product and make it superior to hundreds of others. A sure aid in the increase of your business—interesting to any forward-looking meat man. Yes, NEVERFAIL is always uniform—and does the work it is required to do. Why not write us for details, and we will gladly assist you with knowledge gained through years of experience.

[Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen and Wonder Pork Sausage Seasonings]

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Manufacturers of Peacock Brand Certified Casing Colors



**Demanded by consumers and retailers •**

Many food packers long ago sought the aid of packages to make their products widely known, trusted and demanded by consumers and retailers. Today, their products and packages stand out as leaders in sales volume. Our thoughtful, intelligent, specialized meat products package service can be of value to you in placing one or more of your products in the well-known, called-for class.

ESPECIALLY-BUILT PACKAGES FOR SAUSAGE MEAT  
— LARD — CHILI CON CARNE — FROZEN FRUITS

**KLEENKUP**

The Package That  
Sells Its Contents



**Mono Service Co.**  
NEWARK NEW JERSEY

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, Medium	.....\$ 6.75@ 7.75
Cows, common to medium	.....3.75@ 4.50
Bulls, cutter, medium	.....3.50@ 4.60

## LIVE CALVES.

Vealers, good to choice	.....\$ 8.50@10.00
Vealers, medium	.....6.50@ 8.00

## LIVE LAMBS.

Lambs, spring, good to choice	.....\$11.00@11.50
Lambs, spring, medium	.....11.00@11.50
Lambs, common	.....@ 8.00

## LIVE HOGS.

Hogs, 160-220 lbs.	.....\$ 7.25@ 7.50
Hogs, 235 lbs.	.....6.50@ 7.00
Hogs, 420 lbs.	.....@ 5.90

## DRESSED HOGS.

Hogs, heavy	.....\$ @12.50
Hogs, 160 lbs.	.....@12.75
Pigs, 80 lbs.	.....@12.75
Pigs, 60-140 lbs.	.....@12.75

## DRESSED BEEF.

## CITY DRESSED.

Choice, native heavy	.....16
Choice, native light	.....16
Native, common to fair	.....14

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.....14
Native choice yearlings, 440@600 lbs.	.....15
Good to choice heifers	.....13
Good to choice cows	.....10
Common to fair cows	.....8
Fresh bologna bulls	.....7

## BEEF CUTS.

	Western.	City.
No. 1 ribs	.....22 @24	24 @26
No. 2 ribs	.....19 @21	20 @22
No. 3 ribs	.....16 @18	18 @20
No. 1 loins	.....26 @28	28 @30
No. 2 loins	.....23 @24	24 @26
No. 3 loins	.....20 @22	22 @24
No. 1 hinds and ribs	.....18 @20	20 @22
No. 2 hinds and ribs	.....16 @18	18 @20
No. 3 hinds and ribs	.....14 @15	14 @15
No. 1 rounds	.....13 @14	13 @14
No. 2 rounds	.....12 @13	12 @13
No. 3 rounds	.....11 @12	11 @12
No. 1 chucks	.....10 @12	11 @12
No. 2 chucks	.....8 @9	10 @11
No. 3 chucks	.....6 @7	8 @9
Bolognas	.....7 @8	7 1/2 @8 1/2
Balls, reg., 6@8 lbs. avg.	.....22	23
Balls, reg., 4@6 lbs. avg.	.....17	18
Tenderloins, 4@6 lbs. avg.	.....60	70
Tenderloins, 5@6 lbs. avg.	.....65	75
Shoulder clods	.....10	11

## DRESSED VEAL.

Choice	.....17 @20
Good	.....14 @17
Medium	.....11 @14
Common	.....10 @12

## DRESSED SHEEP AND LAMBS.

Spring lamb, good to choice	.....23 @26
Lambs, choice	.....21 @22
Lambs, good	.....18 @21
Sheep, good	.....9 @12
Sheep, medium	.....7 @9

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	.....16 @17
Pork tenderloins, fresh	.....45 @47
Pork tenderloins, frozen	.....40 @42
Shoulders, city, 10@12 lbs. avg.	.....17 @18
Shoulders, Western, 10@12 lbs.	.....11 @12
Butts, boneless, Western	.....16 @17
Butts, regular, Western	.....12 1/2 @13 1/2
Hams, Western, fresh, 10@12 lbs. av.	.....16 @17
Hams, city, 10@12 lbs. avg.	.....24 @25
Picnic hams, Western, fresh, 6@8 bbls. average	.....10 @11
Pork trimmings, extra lean	.....16 @17
Pork trimmings, regular 50% lean	.....8 @9
Spareribs, fresh	.....10 @11

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	.....21 1/2 @23
Hams, 10@12 lbs. avg.	.....20 @21 1/2
Hams, 12@14 lbs. avg.	.....19 @21
Picnics, 4@6 lbs. avg.	.....16 @17
Picnics, 6@8 lbs. avg.	.....15 @16
Bolletins, 8@10 lbs. avg.	.....16 @17
Beef tongues, light	.....20 @22
Beef tongues, heavy	.....24 @26
Bacon, boneless, Western	.....24 @26
Bacon, boneless, city	.....20 @21
Pickled bellies, 8@10 lbs. avg.	.....17 @18

## FANCY MEATS.

Fresh steer tongues, untrimmed	.....28c a pound
Fresh steer tongues, 1 c. trim'd	.....40c a pound
Sweetbreads, beef	.....50c a pound
Sweetbreads, veal	.....75c a pair
Beef kidneys	.....15c a pound
Mutton kidneys	.....11c each
Livers, beef	.....40c a pound
Oxtails	.....17c a pound
Beef hanging tenders	.....28c a pound
Lamb fries	.....10c a pair

## BUTCHERS' FAT.

Shop fat	.....@ 1 1/2
Breast fat	.....@ 1 1/4
Edible suet	.....@ 1 1/2
Cond. suet	.....@ 2

## GREEN CALFSKINS.

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.....11 1.70	1.75	1.95	2.05
Prime No. 2 veals	.....9 1.35	1.50	1.70	2.40
Buttermilk No. 1	.....7 1.35	1.40	1.60	...
Buttermilk No. 2	.....5 1.10	1.15	1.35	...
Branded Gruby	.....4 .70	.75	.85	1.15
Number 3	.....4 .65	.70	.85	.95

## BUTTER.

Creamery, extra (92 score)	.....@23 1/2
Creamery, firsts (88 to 89 score)	.....21 @21 1/2
Creamery, seconds (84 to 87 score)	.....19 1/2 @20 1/2
Creamery, lower grades	.....16 @19

## EGGS.

## (Mixed colors.)

Extra, dozen	.....21 @22 1/2
Extra, firsts, dozen	.....19 1/2 @20
Firsts	.....18 1/2 @19
Checks	.....16 @17

## LIVE POULTRY.

Fowls, colored, fancy via express	.....@23
Fowls, Leghorns, fancy, via express	.....@21

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	.....22 @24
Western, 48 to 54 lbs. to dozen, lb.	.....22 @24
Western, 43 to 47 lbs. to dozen, lb.	.....21 @23
Western, 36 to 42 lbs. to dozen, lb.	.....19 @21
Western, 30 to 35 lbs. to dozen, lb.	.....18 @20
Fowls—fresh—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs. to dozen, lb.	.....25 @26
Western, 48 to 54 lbs. to dozen, lb.	.....25 @26
Western, 43 to 47 lbs. to dozen, lb.	.....24 @25
Western, 36 to 42 lbs. to dozen, lb.	.....22 @23
Western, 30 to 35 lbs. to dozen, lb.	.....21 @22

Chickens, fresh, 12 to box, good to prime:	
Broilers, 1 to 1 1/2 lbs.	.....30 @34

Ducks—	
Long Island	.....@19

Squabs—	
White, ungraded, per lb.	.....30 @35

Turkeys, frozen—dry pkd.:	
Young toms, choice	.....37 @40
Young hens, choice	.....35 @39

Fowls, frozen—dry, pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs., per lb.	.....@25
Western, 48 to 54 lbs., per lb.	.....@25
Western, 43 to 47 lbs., per lb.	.....@24

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended May 21, 1931:

	May 15	16	18	19	20	21
Chicago	.....23 1/2	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2
N. Y.	.....24 1/2	24	23	23	24	24
Boston	.....25	24 1/2	24	24	24 1/2	24 1/2
Phila.	.....25 1/2	25	24	24	25	25

Wholesale prices carlots — fresh centralized butter—90 score at Chicago.

	24 1/2	22 1/2	22 1/2	22 1/2	22 1/2	23
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Receipts of butter by cities (tubs):

	Wk. to Prev.	Last year.	—Since Jan. 1—
	May 22.	1931.	1930.
Chicago	51,040	48,529	50,136 1,217,472 1,223,033
N. Y.	87,081	68,178	76,997 1,474,341 1,423,939
Boston	21,999	20,624	22,537 392,150 375,195
Phila.	24,472	17,156	20,463 488,799 434,922

Total 164,592 154,487 170,133 3,572,762 3,457,089

Cold storage movement (lbs.):

	In	Out	On hand	Same
	May 21.	May 21.	May 22.	last year.
Chicago	228,239	33,393	4,783,120	7,330,010
New York	106,645	33,776	3,333,504	5,159,858
Boston	32,585	4,023	946,903	2,175,406
Phila.	5,100	6,330	1,505,785	1,827,842
Total	372,569	77,522	10,569,312	16,193,118

FERTILIZER MATERIALS.  
BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic and Gulf ports.	.....@32.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	.....@ 1.40
Blood, dried, 15-16% per unit	.....@ 2.10
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	.....3.25 @ 3.50
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	.....3.50 @ 3.80
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd Balt. & Norfolk	.....3.50 @ 3.80
Soda Nitrate in bags, 100 lbs. spot.	.....@ 2.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	.....2.00 @ 2.10
Tankage, unground, 9@10% ammo	.....1.90 @ 2.00

## Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	.....@21.00
Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f.	.....@22.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	.....@ 1.00

## Potash.

Manure salt, 20% bulk, per ton	.....@12.00
Kalnit, 14% bulk, per ton	.....@ 3.50
Muriate in bags, basis 80%, per ton	.....@37.10
Sulphate in bags, basis 90%, per ton	.....@48.50

## Beef.

Cracklings, 50% unground	.....@ 40
Cracklings, 60% unground	.....@ 40

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	.....\$5.00@11.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	.....@ 7.50
Black or striped hooft, per ton	.....45.00 @ 50.00
White hooft, per ton	.....@ 50.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	.....@ 10.00
Horns, according to grade	.....75.00 @ 100.00

## MEAT IMPORTS AT NEW YORK.

Imports of meats and products at New York, week ended May 23, 1931:

Point of origin.	Commodity.	Amount.
Canada—S. P. hams	.....	15,000 lbs.
Canada—Calf liver	.....	140 lbs.
Canada—Bacon	.....	3,648 lbs.
Canada—Pork cuts	.....	410 lbs.
Canada—Sausage	.....	150 lbs.
England—Beef extract	.....	2,188 lbs.
Germany—Sausage	.....	5,250 lbs.
Germany—Ham	.....	5,700 lbs.
Germany—Soup powder	.....	2,460 lbs.
Holland—Ham	.....	1,458 lbs.
Holland—Sausage	.....	12,289 lbs.
Holland—Bacon	.....	113 lbs.
Italy—Sausage	.....	7,070 lbs.
Italy—Ham	.....	1,075 lbs.
Switzerland—Bouillon cubes	.....	250 lbs.

## Lincoln Farms Products Corporation

Collectors and Renderers of

## Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc.  
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.

NEW YORK, N. Y.

Caledonia 0113-0114



1982

33.00

1.40

2.00

100

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600

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